STIC Database Tracking Number:

To: Examiner Ella Colbert Location: KNX 4A21 Art Unit: 3696 Date: July 23, 2009 Case Serial Number: 09/741957	From: Ginger R. DeMille Location: EIC3600 KNX 4B68 Phone: (571) 272-3522 Ginger.demille@uspto.gov

Search Notes

Dear Examiner Colbert:

Please find attached the results of your search for the above-referenced case. The search was conducted using the Business Methods Template Databases.

I have listed *potential* references of interest in the first part of the search results. However, please be sure to scan through the entire report. There may be additional references that you might find useful.

If you have any questions about the search, or need a refocus, please do not hesitate to contact me.

Thank you for using the EIC, and we look forward to your next search!

Note: EIC-Searcher identified "potential references of interest" are selected based upon their apparent relevance to the terms/concepts provided in the examiner's search request.

sira
Search and Information
Resources Administration

I. Potential References of Interest

A. Dialog

02034977 54797752
Antitrust beyond competition: Market failures, total welfare, and the
challenge of intramarket second-best tradeoffs
Hammer, Peter J
Michigan Law Review v98n4 PP: 849-925 Feb 2000
ISSN: 0026-2234 JRNL CODE: MLW
WORD COUNT: 40337

...TEXT: distinction is not exogenously determined. Market definition is
the first step in most antitrust cases. Proper market definition seeks to
include the full range of products that are acceptable consumer
substitutes, as well as an appropriate range of supply substitutes.
In many instances the boundaries established in this process can capture
interrelated market failures.188 Market...that the characterization of
consumer surplus as the "area under the demand curve" is appropriate "only
if (a) the good in question has no close substitutes or complements
or (b) consumer prices for all other goods are fixed." CAMM, supra
note 111, at vii. "For practical purposes, consumer surplus is not the area
under the demand curve: It is the sum...estimate (or, at least, simulate)
the price effect of the proposed transaction . . . . All three are also
highly data-intensive: the models require detailed price and sales
data for the merging products (AIDS Model); price and sales
data on the merging products and detailed industry-specific and
product-specific cost data (Residual Demand Elasticity
Model); or market share, and pre-determined elasticity estimates
(Antitrust Logit Model).

Velltruo, supra note 129, at 16 (referring to Hausman et al., Competitive
Analysis with...acquisition, and the alleged unilateral effects of the
transaction. As a factual matter, the court found that GrapeNuts and
Shredded Wheat were not sufficiently close substitutes, and that each
faced competition from an array of other products. See 926 F. Supp.
at 352-53. The court credited the defendant's economic expert Professor
Daniel Rubenfeld, who testified that an increase in the...

03670185   SUPPLIER NUMBER: 17294865
Shopping hours and price levels in the retailing industry: a theoretical
  and empirical analysis.
Tanguay, Georges A.; Vallee, Luc; Lanoie, Paul
Economic Inquiry, v33, n3, p516(9)
July, 1995

...   Thus the volume of sales will increase at large stores and will
decrease at small stores.
    Next, we present our extension of the Morrison-Newman   ***model.***   We
abstract from the location problems taking as and [a.sub.L]. as given. We
also assume that large and small stores are single units...

...category.(3) Our analysis incorporates the following steps: we derive
the demand functions faced by small and large stores, we maximize the
profit function of   ***each***   ***store*** , and we solve for the Cournot
equilibrium.
    Our setting allows us to explore the relationship between changes in
shopping hours and prices. Like Morrison and Newman, we assume that, during
a given time period, n shopping trips are made and that the size of the
bundle of   ***goods***   bought on each trip is determined randomly.(4) For
simplicity, [B.sub.i] is assumed to follow a uniform distribution
U[Mathematical Expression Omitted]. Thus...

...expected sales E(X) of the different stores for each trip made by a
consumer are expressed as follows:
    [Mathematical Expression Omitted],
    [Mathematical Expression Omitted].
     Substituting   (2) into (3) and (4), and given that there are n
shopping trips, we find that the respective demands faced by   ***each***
  store   E(Q) are
    [Mathematical Expression Omitted]
    and it follows that
    [Delta]E([Q.sub.S])/[Delta][P.sub.S] [less than] 0, [Delta]E([Q...

...[Delta]E([Q.sub.L])/ [Delta] [P.sub.L] [greater than] 0,
[Delta]E([Q.sub.L])/[Delta]V [greater than] 0.
    The objective of   ***each***   ***store***   is to choose its price level
so as to maximize profits. The maximization problem of a store of size j is
thus
    [Mathematical Expression Omitted...
...sub.J] is the store's average variable cost and is assumed to be
constant, and [F.sub.J] is the store's fixed cost.   ***Each***   ***store*** 's
cost structure is thus characterized by increasing returns to scale or
falling average   ***costs*** , and constant average variable   ***costs.***
     Substituting   (5) into the maximization problem of the small
store, assuming Cournot competition, and taking the first derivative of the
profit function of the small store...

...to [P.sub.S], we obtain the following reaction function (after
simplifying):(5)
    (8) [P.sub.S] = 2[C.sub.S] - [P.sub.L].
    Similarly,   ***substituting***   (6) into the maximization problem of the
large store, we obtain its reaction function (after simplifying):
     [Mathematical Expression Omitted]
    Finally, using (8) and (9), we derive the equilibrium price (after
simplifying):
     [Mathematical Expression Omitted]
    [Mathematical Expression Omitted].
    If we assume that large stores benefit from economies of scale when

purchasing ***products*** ([C.sub.s] [greater than] [C.sub.L]), it is clear
that [P.sub.s] [greater than] [P.sub.L] and that [Delta][P.sub...

B. Additional Resources Searched

JSTOR on the NPL was included in the Search. Here are the best titles, highlighted in yellow, that were found:

Pricing Decisions under Demand Uncertainty: A Bayesian Mixture Model Approach

Kirthi Kalyanam

Marketing Science, Vol. 15, No. 3 (1996), pp. 207-221

Producing Multiple Products with Stochastic Seasonal Demand and Capacity Limits

R. Matters

The Journal of the Operational Research Society, Vol. 49, No. 3 (Mar., 1998), pp. 263-272

Capacitated Multi-Item Inventory Systems with Random and Seasonally Fluctuating Demands: Implications for Postponement Strategies

Yossi Aviv, Awi Federgruen

Management Science, Vol. 47, No. 4 (Apr., 2001), pp. 512-531

Demand, Information, and Competition: Why do Food Prices Fall at Seasonal Demand Peaks?

James M. MacDonald

The Journal of Industrial Economics, Vol. 48, No. 1 (Mar., 2000), pp. 27-45

The Simultaneous Planning of Production, Capacity, and Inventory in Seasonal Demand Environments

James R. Bradley, Bruce C. Arntzen

Operations Research, Vol. 47, No. 6 (Nov. - Dec., 1999), pp. 795-806

II. Inventor Search Results from Dialog

No inventor search results found.

III. Text Search Results from Dialog

A. Full-Text Databases

```
? show files;ds
File  15:ABI/Inform(R) 1971-2009/Jul 25
        (c) 2009 ProQuest Info&Learning
File  16:Gale Group PROMT(R) 1990-2009/Jul 02
        (c) 2009 Gale/Cengage
File 148:Gale Group Trade & Industry DB 1976-2009/Jul 09
        (c) 2009 Gale/Cengage
File 160:Gale Group PROMT(R) 1972-1989
        (c) 1999 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2009/Jun 26
        (c) 2009 Gale/Cengage
File 621:Gale Group New Prod.Annou.(R) 1985-2009/Jun 18
        (c) 2009 Gale/Cengage
File   9:Business & Industry(R) Jul/1994-2009/Jul 25
        (c) 2009 Gale/Cengage
File  20:Dialog Global Reporter 1997-2009/Jul 27
        (c) 2009 Dialog
File 610:Business Wire 1999-2009/Jul 27
        (c) 2009 Business Wire.
File 613:PR Newswire 1999-2009/Jul 27
        (c) 2009 PR Newswire Association Inc
File  24:CSA Life Sciences Abstracts 1966-2009/Jul
        (c) 2009 CSA.
File 634:San Jose Mercury  Jun 1985-2009/Jul 24
        (c) 2009 San Jose Mercury News
File 636:Gale Group Newsletter DB(TM) 1987-2009/Jul 02
        (c) 2009 Gale/Cengage
File 810:Business Wire 1986-1999/Feb 28
        (c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
        (c) 1999 PR Newswire Association Inc
File  13:BAMP 2009/Jul 23
        (c) 2009 Gale/Cengage
File  75:TGG Management Contents(R) 86-2009/Jun W4
        (c) 2009 Gale/Cengage
File  95:TEME-Technology & Management 1989-2009/Jun W4
        (c) 2009 FIZ TECHNIK
File 348:EUROPEAN PATENTS 1978-200930
        (c) 2009 European Patent Office
File 349:PCT FULLTEXT 1979-2009/UB=20090709|UT=20090702
        (c) 2009 WIPO/Thomson
File 625:American Banker Publications 1981-2008/Jun 26
        (c) 2008 American Banker
File 626:Bond Buyer Full Text 1981-2008/Jul 07
        (c) 2008 Bond Buyer
File 267:Finance & Banking Newsletters 2008/Sep 29
        (c) 2008 Dialog
File 268:Banking Info Source 1981-2009/Jul W3
        (c) 2009 ProQuest Info&Learning
File 139:EconLit 1969-2009/Jul
        (c) 2009 American Economic Association
```

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Set    Items    Description
S1    1475656   (MODEL OR MODELS OR MODELLING OR MODELING OR ESTIMAT? OR S-
                 IMULAT? OR CALCULAT? OR COMPUTE OR COMPUTES OR COMPUTING OR C-
                 OMPUTED OR DETERMIN? OR FORECAST?)(6N)(COST? ?)
S2   16976161   ECONOMETRIC? OR ECONOMIC? ?
S3    405879    (SALES OR REVENUE OR PROFIT)(2W)(DATA OR INFORMATION OR HI-
                 STORY OR RECORDS)
S4    575489    COST? ?()(DATA OR INFORMATION OR HISTORY OR RECORDS) OR (M-
                 ANUFACTURING OR PRODUCTION)()COST? ?
S5    1240218   SALES(2N)(VOLUME? ? OR TOTAL)
S6    306293    DEMAND(8N)(GROUP OR CATEGORY OR SEGMENT OR CLUSTER OR CLASS
                 OR CATEGORIES OR LIST? OR NODE? ? OR TABLE OR VIEW OR DISPLA-
                 Y)
S7    828986    (VARIABLE? OR VARIABILITY OR VARIOUS OR DEMAND OR HIGH OR -
                 LOW)(10N)(TIME(3N)PERIOD? ? OR SEASONAL OR SEASON OR CHRISTMAS
                 OR HOLIDAY OR SUMMER OR WINTER OR VALENTINE??()DAY OR SEASON-
                 ALITY)
S8    248026    (SUBSTITUTE? ? OR SUBSTITUTABLE OR OUT(2W)STOCK OR UNAVAIL-
                 ABLE OR "NOT"(2W)STOCK OR REPLACEMENT? ?)(10N)(PRODUCT OR PRO-
                 DUCTS OR GOODS OR ITEM OR ITEMS OR MERCHANDISE)
S9         1    CROSS()ELASTICITY()VARIABLE
S10  21569140   PRICE OR PRICING OR PRICES
S11   465711    S1 AND S2
S12     1207    S3 AND S4 AND S11
S13     2184    S1 AND S3 AND S4
S14     2184    S12 OR S13
S15      266    S14 AND S7
S16      179    S14 AND S8
S17      391    S15 OR S16
S18   105587    S1(60N)S2
S19      116    S3(60N)S4(60N)S11
S20      225    S1(60N)S3(60N)S4
S21      240    S19 OR S20
S22        2    (S7 OR S8)(60N)S21
S23       29    (S7 OR S8) AND S21
S24       16    S23 FROM 348,349
S25        4    S24 NOT AY>2000
S26       13    S23 NOT S24
S27        8    S26 NOT PY>2000
S28       12    S25 OR S27
? t28/3,k/all

 28/3,K/1    (Item 1 from file: 15)
DIALOG(R)File  15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

06072473  64804712
Scheduling software: A key B2B link
Morris, Charles E
Food Engineering  v72n11  PP: 65  Nov 2000
ISSN: 1522-2292  JRNL CODE: SCFE
WORD COUNT: 2647

...TEXT: results to a master production schedule, which in turn determines
the weekly line-- load schedule for the plant. The models are continually
updated to reflect variables such as seasonality and yields.
```

Example of a weekly packaging-line load schedule for a J. R. Simplot vegetable-processing plant. (Source: J. R. Simplot Co.)

Line-loading...the results to a master production schedule, which in turn determines the weekly line-load schedule for the plant. Models are continually updated to reflect variables such as seasonality and yields. (Source: J. R. Simplot Co.)

Optimizing the supply chain requires modeling both opportunities and constraints, and solution time must match the business cycle...
...examples: The food manufacturer's time components include customer due dates, product shelf life and "best before" dates; the food processor receives raw materials of variable or seasonal quality and manufactures co-products, by-products, scrap and waste, all of which vary end-product yields; commodity prices are unstable, varying profit margins.

Odom...and malting process, and based on production models for cleaning, malting, blending and shipping operations. The system minimizes scheduling time for production runs and generates cost information to determine product profitability, while the integrated COM module confirms product availability based on constantly-changing demand.

Flexible scheduling

SCT's Fygir Advanced Scheduling package helps boost...

...the service level to our customers."

Installed four years ago, Fygir integrated with Mora's existing logistic information system, which stores all purchasing, inventory and sales data, and generates weekly production targets and purchase orders for raw materials. By using Fygir Advanced Scheduling, schedulers can make optimum use of production resources and...

 28/3,K/3   (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01705555 03-56545
Spending for mental health and substance abuse treatment, 1996
McKusick, David; Mark, Tami L; King, Edward; Harwood, Rick; et al
Health Affairs v17n5 PP: 147-157 Sep/Oct 1998
ISSN: 0278-2715 JRNL CODE: HAF
WORD COUNT: 4488

...TEXT: unit charges for MH/SA services relative to average charges for all diagnoses. Further, it incorporates differences in payment rates resulting from differential discounts and cost sharing across diagnosis groups. Most estimates are derived from nationally representative public-use, provider-based survey data.4 For the years that utilization or cost data were not available, projected information was used.

We modified the methods in some cases, when additional information was available. For example, physician inpatient services were...

...relative number of services for MH/SA treatment and diagnosis because information on aggregate payments was available.
Estimates for specialty providers were derived using provider revenue information available from surveys of MH/SA service providers by the Substance Abuse and Mental Health Services Administration (SAMHSA). These surveys (the Inventory of Mental Health...for MH/SA grew by 9.6 percent annually between 1986 and 1996.

Nursing home expenditures for MH/SA treatment grew most slowly over the time period, less than 1 percent annually. Underlying this low growth is the fact that the proportion of nursing home residents with mental illness dropped from 60 percent in 1985 to 27 percent in 1995 ...

 28/3,K/4   (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

00772699 94-22091
Break-even analysis - The fixed quantity approach
Creese, Robert C
American Association of Cost Engineers Transactions PP: A.1.1-A.1.7 1993
ISSN: 0065-7158 JRNL CODE: AEE
WORD COUNT: 2670

...TEXT: of a particular operation and the development of a profitability plot.

There are two basic approaches to break-even analysis, that of (1) the fixed time period with a variable production rate and (2) a fixed production quantity with a variable time period.
The fixed time period approach is that which has been generally used, but the second approach is becoming more important and useful as the fixed costs have become more dominant. Both approaches will be presented, but the emphasis will be on the second approach, the variable time period with a fixed production quantity.

BREAK-EVEN POINTS AND COSTS
There are various break-even points, but four of them have been used in the ...

...Semi-variable Costs   Variable Costs

Property Taxes   Maintenance   Direct Materials Insurance
Indirect Labor   Direct Labor Adm. Salaries   Taxes (Income)
Taxes(Sales)

THE TRADITIONAL APPROACH--FIXED TIME PERIOD WITH VARIABLE
PRODUCTION LEVEL

The traditional approach to the various break-even points has been to consider a fixed production time period and allow the

production level to vary. Since the time period is constant,
the fixed costs will not vary. The variable costs will vary directly
with the production level, and the semi-variable costs will vary directly
with the production level and will be considered to...

...the various break-even points. This: is illustrated for a planned
production period of two weeks at an anticipated production level of 1000
units. The revenue/cost data of table 2 indicates the
values assumed for the example problem and used in the calculations for the
various break-even points. (Table 2 omitted...that the shut-down point can
be obtained. In previous plotting of break-even charts, the fixed costs
were usually plotted first. If the fixed costs were plotted first,
the determination of the shut-down point is inhibited. The shut-down
point is frequently used in the evaluation of continuous plant operations,
such as oil refineries...

...analysis is very important in indicating the effect of getting the work
done on time upon profitability.

The traditional fixed costs are fixed over a time period (80 hours),
so if the time period is variable, the traditional fixed costs become
a variable cost rather than a fixed cost. Costs such as taxes and
administrative costs are variable as the time period
varies. On the other had, the typical traditional variable costs of
labor and materials become semi-variable as the materials portion is fixed
as the production level is fixed, and the direct labor cost would still
vary with production time. The revenue/cost data is
different when production time is a variable instead of production
quantity, and the corresponding data for the example problem is in table 4.
(Table...the results in table 5, the effect of the increased production
time by 25% reduced the profits by almost 60%.

Another concept using the production time period (is the
independent variable is to plot the curves for the revenue minus the
variable and semi-variable costs (A); the revenue minus the total costs,
which is the...

...This type of analysis will be used more as production time, not
production level, is what manufacturing management can control.

The approach of the fixed time period and variable
production quantity has been the standard approach of break-even analysis,
but with the high fixed costs of administration, the variable time approach
is gaining...

... results to a master production schedule, which in turn determines the weekly line-load schedule for the plant. The models are continually updated to reflect variables such as seasonality and yields.

Line-loading can mean a cultural shift for the plant, Friend pointed out. It can require a change in mindset from reaction to...examples: The food manufacturer's time components include customer due dates, product shelf life and "best before" dates; the food processor receives raw materials of variable or seasonal quality and manufactures co-products, by-products, scrap and waste, all of which vary end-product yields; commodity prices are unstable, varying profit margins.

Odom...and malting process, and based on production models for cleaning, malting, blending and shipping operations. The system minimizes scheduling time for production runs and generates cost information to determine product profitability, while the integrated COM module confirms product availability based on constantly-changing demand.

Flexible scheduling

SCT's Fygir Advanced Scheduling package helps boost...

...the service level to our customers."

Installed tour years ago, Fygir integrated with Mora's existing logistic information system, which stores all purchasing, inventory and sales data, and generates weekly production targets and purchase orders for raw materials. By using Fygir Advanced Scheduling, schedulers can make optimum use of production resources and...

... its price among the independent variables (Shumway, Pope, and Nash 1984, 75-76). Comparing the competing models would be straightforward if data on profit or cost were available. After estimating multicrop profit functions (cost functions) based on each of the competing models, hypothesis tests would compare the performance of input price versus input quantity in explaining variation in profit (cost). Data on profit or cost, though, are rarely available.

As an alternative to estimating profit or cost functions, crop-level input use decisions can be estimated as a way of comparing competing farm-level models. Take competing models of farm-level water... equalling 1 when the farm employs a full-time irrigator; 0 otherwise.

Climate variables are used because relatively long-run decisions are being analyzed; weather variables would be appropriate for analyzing decisions made subsequent to seasonal crop-level land allocations.

These supplemental variables are included in the estimation of every equation. Descriptive statistics for the variables are available from the authors. For additional information on the survey used...the preferred 'cotton planting date in late March. The positive coefficient on TEMP is reasonable in the cotton equations because cotton requires a long growing season and tolerates high temperatures. Finally, vegetable production decisions correlate with FTIRRG, a dummy variable indicating the presence of a full-time irrigator. This is reasonable because, relative to ...

 28/3,K/7   (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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02478474   SUPPLIER NUMBER: 03840842   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Expenditures for abating pollutant emissions from motor vehicles, 1968-84.
  (with related article on environmental regulatory requirements)
Kappler, Frederick G.; Rutledge, Gary L.
Survey of Current Business, v65, p29(7)
July, 1985
ISSN: 0039-6222   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 4516   LINE COUNT: 00363

...   table 2, along with unit sales of cars and light-duty trucks. As indicated in the table, the emphasis of the control strategy shifted over time; three periods are identifiable: 1968-74, when various engine modifications were used; 1975-80, when oxidation catalysts were electronic, computer-like devices along with three-way catalysts have begun to used widely on...per-mile standard for oxides of nitrogen expired with the 1985 model year, and special devices were required to meet the standard.
     There are no cost data for emission abatement devices on imported vehicles, and the downward adjustment to the estimated cost for domestic vehicles is based on expert opinion and inferences from studies such as the 1981 EPA cost study referred to above.
     Annual retail sales data for passenger cars are from Ward's Automotive reports.
     Devices on trucks.-- For light-duty trucks, the per-vehicle cost of devices and engine-modifications...

 28/3,K/8   (Item 1 from file: 75)
DIALOG(R)File 75:TGG Management Contents(R)
(c) 2009 Gale/Cengage. All rts. reserv.

00184324   SUPPLIER NUMBER: 17745694   (USE FORMAT 7 FOR FULL TEXT)
Water and land as quantity-rationed inputs in California agriculture:
  empirical tests and water policy implications.
Moore, Michael R.; Dinar, Ariel
Land Economics, v71, n4, p445(17)
Nov, 1995
ISSN: 0023-7639   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 9648   LINE COUNT: 00791

...   its price among the independent variables (Shumway, Pope, and Nash

1984, 75-76). Comparing the competing models would be straightforward if
data on profit or cost were available. After estimating
multicrop profit functions (cost functions) based on each of the
competing models, hypothesis tests would compare the performance of input
price versus input quantity in explaining variation in profit (
cost). Data on profit or cost, though, are rarely available.
    As an alternative to estimating profit or cost functions,
crop-level input use decisions can be estimated as a way of comparing
competing farm-level models. Take competing models of farm-level water...
equalling 1 when the farm employs a full-time irrigator; 0 otherwise.
    Climate variables are used because relatively long-run decisions are
being analyzed; weather variables would be appropriate for analyzing
decisions made subsequent to seasonal crop-level land allocations.
These supplemental variables are included in the estimation of every
equation. Descriptive statistics for the variables are available from the
authors. For additional information on the survey used...the preferred
'cotton planting date in late March. The positive coefficient on TEMP is
reasonable in the cotton equations because cotton requires a long growing
season and tolerates high temperatures. Finally, vegetable
production decisions correlate with FTIRRG, a dummy variable indicating the
presence of a full-time irrigator. This is reasonable because, relative to
...

 28/3,K/9   (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
(c) 2009 European Patent Office. All rts. reserv.

00665733
Optimization of manufacturing resource planning.
Optimierung der Betriebsmittelplanung.
Optimisation de planification des ressources de fabrication.
PATENT ASSIGNEE:
  INTERNATIONAL BUSINESS MACHINES CORPORATION, (200125), Old Orchard Road,
    Armonk, N.Y. 10504, (US), (applicant designated states: DE;FR;GB)
INVENTOR:
  Dietrich, Brenda L., 1946 Glen Rock Street, Yorktown Heights, New York
    10598, (US)
  Wittrock, Robert J., Apt.5-3, Bridle Path, Ossining, New York 10562, (US)
LEGAL REPRESENTATIVE:
  Schafer, Wolfgang, Dipl.-Ing. (62021), IBM Deutschland
    Informationssysteme GmbH Patentwesen und Urheberrecht, D-70548
    Stuttgart, (DE)
PATENT (CC, No, Kind, Date): EP 639815 A2 950222 (Basic)
                              EP 639815 A3 950927
APPLICATION (CC, No, Date):   EP 94112631 940812;
PRIORITY (CC, No, Date): US 108014 930816
DESIGNATED STATES: DE; FR; GB
INTERNATIONAL PATENT CLASS (V7): G06F-017/60;
ABSTRACT WORD COUNT: 221

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:
Available Text Language   Update   Word Count
     CLAIMS A (English) EPAB95   3597
     SPEC A   (English) EPAB95   15573

```
Total word count - document A         19170
Total word count - document B             0
Total word count - documents A + B    19170
```

...SPECIFICATION the number of cheese sandwiches served in the early lunch
  period
    The linear programming model requires material availability constraints
  for each part number in each time period, and service
  (shipment) accumulation constraints for each demand and each
  time period.
    For the first time period the constraints take the form
  (see image in original document)
  Notice that in the single period model the resource and material
  availability constraints were inequalities...t)) <= MAXX(sub(j,t))
   MINS(sub(j,t)) <= V(sub(j,t)) <= MAXS(sub(j,t))
      b(sub(d,t)) <= MAXB(sub(d,t))
  SUBSTITUTE PARTS AND RESOURCES
    Often a product can be built using a part or resource other than
  the one specified on its BOM or BOR. For example, fast memory modules can
  be...

...becomes (see image in original document)
  The sum (see image in original document)
  is the total usage of p/n j as a prime BOM item in other p/n's for
  which j has substitutes (that is, j is called for in the BOM of k,
  j has substitutes and no other p/n is used to substitute for j...
  product-resource pair. Includes effectivity dates, usage rate, fallout,
  and usage offset.
      5. Resource availability data: Can include manpower availability,
  planned downtime, expected downtime.
      6. Cost data/Resource data: Includes shipment value,
  late penalty, holding costs, scrapping costs, manufacturing
  costs, substitution costs. (Table omitted)
  Optimal Resource Allocation Procedure
    The cost and revenue data is used to compute
  the coefficients of the objective function.
    The bill of material data and bill of resource data are used to
  construct a portion of the constraint...

...schedule per product and period) that maximize profit is determined.
    Specifically, in Step 1, demand data, bill-of-material data, inventory
  data, and cost and revenue data are extracted from an MRP
  system or from an other manufacturing information system. In Step 2, the
  Optimal Resource Allocation Procedure processes this data, formulates...
  Inventory data for raw material part numbers which are not on the
  pre-specified critical parts list and have demand are replaced by the
  total demand for that part number in each time period.
  In Step 2, the Optimal Resource Allocation Procedure processes the
  reduced set of data produced by Step 1a and formulates the Linear Program
  corresponding to...other cost and revenue data eliminated.
      11. A method for capacity and material constrained production
  planning using substitute parts in which capacity and material (including
  substitute parts) are allocated to products and demands so as
  to maximize profit. The resulting production plan specifies the usage of
  substitute parts.
    Specifically, the method described in Ex. 3 is...and those

corresponding to material availability constraints and capacity availability constraints are sorted in decreasing order. Among this set, the constraint with the largest dual variable corresponds to a capacity or material, and a time period such that obtaining more of that capacity or resource in that time period will have the greatest impact on total profit. A list of pairs...

...CLAIMS of substitute components in addition to said first-mentioned components, which are normally used, and wherein:
    said step of providing inventory includes a placing of substitute components in said vector;
    said step of arranging products includes establishment of additional rows for the substitute components and additional columns for products formed of substitute components; and
    said step of establishing a material constraint is repeated for the substitute components.
  15. A method according to Claim 1 wherein said manufacture...

 28/3,K/10   (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00806384
NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND
    METHOD THEREOF
GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT
    DE COMMERCE ELECTRONIQUE ET PROCEDE ASSOCIE
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
    (Residence), US (Nationality)
Inventor(s):
  MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,
Legal Representative:
  HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,
    2029 Century Park East, Los Angeles, CA 90067-3024, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200139030 A2 20010531 (WO 0139030)
  Application: WO 2000US32324 20001122 (PCT/WO US0032324)
  Priority Application: US 99444775 19991122; US 99447621 19991122
Designated States:
(Protection type is "patent" unless otherwise stated – for applications
prior to 2004)
  AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK DZ EE ES FI GB
  GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK
  MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN
  YU ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 171499

Fulltext Availability:
  Detailed Description

Detailed Description
... together with a general-purpose secure communication protocol for a
  transport medium between the client and the Newco. HTTP or other
  protocols could be readily substituted for HTML without undue
  experimentation.

  Information on these products is available in T. Berners-Lee, D.
  Connoly, "RFC 1866: Hypertext Markup Language - 2.0" (Nov. 1995); and R.
  Fielding, H, Frystyk, T. Berners-Lee...Network (SONET) for 1 0 generating
  an optimized transition plan for the placement of Self-Healing Rings
  (SHR) and the routing of point-to-point demand in accordance with
  projected customer demand over a selected multi-period
  time interval.

  SONET is both a standard and a set of specifications for building high
  speed, digital 15. communications networks that run over fiberoptic
  cables while...cooperation with a computer having sufficient memory. Such
  steps include the determination of nodes within the SON-ET under review,
  identification of the number of periods within the selected
  time interval, the determination of demand between nodes over
  this time period, preferably in units of DS3, and the
  determination of discounted add-drop costs for a plurality of selected
  Add/Drop Multiplexers (ADM's) and related...architecture addresses these
  issues efficiently with mechanisms that make remote data 3 5 available
  locally for the duration of a session and then caches the
  information in short
  61
  term non-volatile memory not in the foreign rules database server. In
  other words although a user's ...as outages and other SLA violations.
  Finally, the Invoice and Collections Process 1504, utilizes the
  information from the Discounting Process 1306 to create customer billing
  information.

  75
  To better understand the invention, it is useful to describe some
  additional terminology relating to a telecommunication network. A
  telephone call comes into a...the switches have passed the burden of
  translating the time into a usable format to the network subsystems, The
  fixed record format cannot accommodate the various time
  period requirements because it only contains the time
  periods in local switch time at a low level of
  precision. Because of its fixed nature, the fixed record format I 0
  cannot expand to include different time formats, nor to include a...or a
  service or both, and may also include third party products and services.

  While the available features which are displayed, the features of the
  items that are unavailable are hidden. Further, the selected
  features are stored for allowing the user to collectively select the
  selected features at a later time without having to...

 28/3,K/11   (Item 2 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

00806382
METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF
    MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A
    MARKET SPACE INTERFACE
PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHE ENTRE UNE
    PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION
    D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHE
Patent Applicant/Assignee:
  ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US
    (Residence), US (Nationality)
Inventor(s):
  MIKURAK Michael G, 108 Englewood Blvd., Hamilton, NJ 08610, US,
Legal Representative:
  HICKMAN Paul L (et al) (agent), Oppenheimer Wolff & Donnelly LLP, 1400
    Page Mill Road, Palo Alto, CA 94304, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200139028 A2 20010531 (WO 0139028)
  Application: WO 2000US32308 20001122 (PCT/WO US0032308)
  Priority Application: US 99444773 19991122; US 99444798 19991122
Designated States:
(Protection type is "patent" unless otherwise stated – for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
  ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV
  MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
  TZ UA UG UZ VN YU ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 170977

Fulltext Availability:
  Detailed Description

Detailed Description
... together with a general-purpose secure communication protocol for a
  transport medium between the client and the Newco. HTTP or other
  protocols could be readily substituted for HTML without undue
  experimentation.
  Information on these products is available in T. Berners-Lee, D.
  Connoly, "RFC 1866: Hypertext Markup Language – 2.0" (Nov. 1995); and R.
  Fielding, H, Frystyk, T. Bemers-Lee...with a computer having sufficient
  memory. Such steps include the deten-nination of nodes within the SON-ET
  under review, identification of the number of periods within the
  selected time interval, the determination of demand between
  nodes over this time period, preferably in units of DS3, and
  the determination of discounted add-drop costs for a plurality of
  selected Add/Drop Multiplexers (ADM's) and related...Core" network to the
  "Next Generation Network", where they
  provi I 1 1
  can share the rapid technical advantages of packet technologies, and

improve their cost structure, and at the same time offer new
services on the "Next Generation Network".

New IP based services in the "NGN"
While there are components...the switches have passed the burden of
translating the time into a usable format to the network subsystems. The
fixed record format cannot accommodate the various time
period requirements because it only contains the time
periods in local switch time at a low level of
precision. Because of its fixed nature, the fixed record format cannot
expand to include different time formats, nor to include a finer
granularity...of a service or both, and may also include third party
products and services.

While the available features which are displayed, the features of the
items that are unavailable are hidden. Further, the selected
features are stored for allowing the user to collectively select the
selected features at a later time without having to...

 28/3,K/12   (Item 3 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00387763   **Image available**
CUSTOM PRODUCT ESTIMATING AND ORDER PROCESSING SYSTEM
SYSTEME   D'ESTIMATION DE PRODUITS PERSONNALISES ET DE TRAITEMENT DE
    COMMANDES
Patent Applicant/Assignee:
  WALLACE COMPUTER SERVICES INC,
Inventor(s):
  DUDLE James,
  LEATHERMAN Michael,
  MORISON Michael,
  SCHNELL Waldo,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 9728506 A1 19970807
  Application: WO 96US1429 19960202 (PCT/WO US9601429)
  Priority Application: WO 96US1429 19960202
Designated States:
(Protection type is "patent" unless otherwise stated – for applications
prior to 2004)
  AL AM AT AU AZ BB BG BR BY CH CN CZ DE DK EE ES FI GB GE HU IS JP KE KG
  KP KR KZ LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG
  SI SK TJ TM TR TT UA UG UZ VN KE LS MW SD SZ UG AT BE CH DE DK ES FR GB
  GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG
Publication Language: English
Fulltext Word Count: 22179

Fulltext Availability:
  Detailed Description
  Claims

Detailed Description
... estimate.

In accordance with an embodiment of the invention, the
sales representative can access customer item data stored
at the sales site 12. Item specifications,, cost data,,
order data and other information, however, is preferably
stored at the corporate of f ice 16 and not at one or more
sales sites 12. This arrangement allows for greater
visibility of sales representatives' performance than an
arrangement wherein sales representatives have cost data
necessary to generate an estimate at the sales site and did
not have to consult with personnel or use data stored at
the corporate office. As stated above, sales management...

...the Report Writer subsystem (i.e., button
126 in Fig. 3) or other system to generate reports
indicating estimate and order trends for a particular sales
representative using data that ...based
estimates generally involve adjusting a list price for a
base product in accordance with characteristics and
features of a custom item to be manufactured. Cost-based
estimates are generally more comprehensive because a
manufacturing standard cost (eeg., hours of labor,
materials cost and other direct manufacturing costs) is
increased to compensate for administrative and sales
expenses, as well as contingencies and margins, Sales
representatives, for example, can generate price-based
estimates for...2
NON-STANOARD: MATCH FLUORESCENT. FLUORESCENT MATCH
A ROLL LABEL.

CORE OO
CORE LABELS PER ROLL
ROLL DIAMETER
CORE MATERIAL
ROLL LENGTH FEET)
ROLL VM7H
SUBSTITUTE SHEET (RULE 26)
ARPENDJJLZ
CUSTOMER NAME: T4R*G
PRODUCT TYPE: UNIT SET CONTRACT SCIIEDULE 01001
----
o,*-P'R E.-'P P E-S
WIDTHS
T
Z40s0O 240*00 265,00 240,00
5f
MAJOR...4 U 1% 4 CC 90) to
um 4* 0 U) Co 4t La W W
0 mmm
3: cc 0@ 0@
04 C6 0.

SUBSTITUTE SHEET (RULE 26)
CUSTOMER NAME: COOPER CONTRACT SCHEDULE: 20003
PRODUCT TYPE: CUSTOM CONTINUOUS
....

....

A D D L C H A R G E S STUB SIZE: 11" WIDTH: 0" QTY: .00
RULE DESC. * FLAT RUNIM...

Claim
... for use by an operator
initiating an order to enter customer order data selected
from the group consisting of customer biographical data,
credit approval data,, item identification data, quantity
SUBSTITUTE SHEET (RULE 26)
data, shipping data, handling data., storage data, item
usage data, ordering data,, planning data,, and contract
data, and specification data relating to the item to be
manufactured, and to store said customer order...item as
claimed in claim 22, wherein said memory device is
associated with said second computer.
35* A method of ordering the manufacture of an item,,
comprising the steps of:
SUBSTITUTE SHEET (RULE 26)
generating a specification for the item using a first
computer, said specification being stored in a memory
device and comprising customer order data selected from the
group consisting of customer biographical...

```
? show files;ds;t2/3,k/all
File  15:ABI/Inform(R) 1971-2009/Jul 27
        (c) 2009 ProQuest Info&Learning
File  16:Gale Group PROMT(R) 1990-2009/Jul 03
        (c) 2009 Gale/Cengage
File  20:Dialog Global Reporter 1997-2009/Jul 28
        (c) 2009 Dialog
File 101:Disclosure Database(R) 2009/Jul W4
        (c) 2009 Thomson Financial
File 148:Gale Group Trade & Industry DB 1976-2009/Jul 10
        (c) 2009 Gale/Cengage
File 545:Investext(r)Archive 1982-2007/MAR 31(c)2007 Thomson Fin.Network
File 610:Business Wire 1999-2009/Jul 28
        (c) 2009 Business Wire.
File 619:Asia Intelligence Wire 1995-2009/Jul 27
        (c) 2009 Fin. Times Ltd
File 621:Gale Group New Prod.Annou.(R) 1985-2009/Jun 19
        (c) 2009 Gale/Cengage
File 649:Gale Group Newswire ASAP(TM) 2009/Jun 22
        (c) 2009 Gale/Cengage
File 991:NewsRoom 2008 Jan 1-2008/Dec 31
        (c) 2008 Dialog
File 992:NewsRoom 2007
        (c) 2009 Dialog
File 993:NewsRoom 2006
        (c) 2009 Dialog
File 994:NewsRoom 2005
        (c) 2009 Dialog
File 995:NewsRoom 2004
        (c) 2009 Dialog


Set    Items   Description
S1       38    SEASONALITY()FACTOR(60N)(MODEL? OR SIMULAT? OR CALCULAT? OR
               ESTIMAT? OR FORECAST?)(6N)(COSTS)(60N)(DEMAND OR SALES OR VO-
               LUME)
S2       25    RD  (unique items)

 2/3,K/1    (Item 1 from file: 15)
DIALOG(R)File  15:ABI/Inform(R)
(c) 2009 ProQuest Info&Learning. All rts. reserv.

03978343  991572271
Q4 2005 Watts Water Technologies Earnings Conference Call - Final
Anonymous
Fair Disclosure Wire  PP: n/a  Feb 8, 2006
JRNL CODE: FDCW
WORD COUNT: 9324


...TEXT: think, kind of the cost differential would be narrowing or steady
state at this point in time. I mean I know it's hard to   ***forecast***   what
raw material   ***costs***   are going to do, but -

 BILL MCCARTNEY: If you can tell us what [cost] is going to do and when
it's going to do...

...Pat O'Keefe: Hey, thanks.
```

OPERATOR: Ned Armstrong, FBR.

NED ARMSTRONG, ANALYST, FBR: With regard to the operating margins in the
quarter, is there any   ***seasonality***   ***factor***   driving those at all,
or is it purely the elements that you spoke of?
 BILL MCCARTNEY: Yes, you have a little bit of seasonality, Ned...

...you noted why the growth was down due to the lack of new product
introductions. Would you say that away from that, that the overall
  demand is still pretty solid there? Or is   ***demand***   actually
declining even when you factor in the removal of the new products?

 BILL MCCARTNEY: Well, several of those big retail accounts have had a...

 2/3,K/2   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rts. reserv.

13106596   Supplier Number: 145047593 (USE FORMAT 7 FOR FULLTEXT)
Zacks Analyst Blog Highlights: Owens-Illinois, Silgan Holdings, Avaya,
  Cisco and 3COM.
Business Wire, pNA
April 28, 2006
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1128

...   increase in net earnings.
      We have valued Owens-Illinois on a P/E multiple basis. Currently,
the shares trade at 13.7x our 2006 EPS   ***estimate***   of $1.25--a discount
to peers such as Silgan Holdings (Nasdaq:SLGN). Despite the valuation
discount, we believe OI has excellent long-term growth prospects due to its
strong industry leadership position and willingness to push consolidation.
      While first quarter results disappointed on debt reduction and
  volume , we do anticipate a profit rebound in 2006 from continued cost
savings, productivity measures, higher pricing and lower commodity
  costs.   However, our valuation multiple remains conservative until
European and North America glass container volumes rebound and energy
  costs   subside. Our target price is $18.00, or 14.4x our forward EPS
  estimate.
      Avaya Stays a Hold
      We are maintaining our Hold recommendation for Avaya (NYSE:AV), a
leading provider of IP telephony equipment for business and enterprises...

...results for the fiscal second quarter of 2006 (ended March), the company
announced further cost reduction initiatives and component supply issues
that may impact future   ***sales***   levels in the near-term. The company
also announced its expectations for continued strength in the second-half
of the fiscal year, which is a typical   ***seasonality***   ***factor.***
      Avaya maintained its market leadership position as large business
customers migrate from traditional private branch exchanges (PBX's) to
IP-based phone systems. However, the...

...represents a modest premium to the S&P 500, but a discount to the

telecom equipment industry. On the basis of enterprise value (EV) to
  sales , AV is trading at 0.8x estimated 2006   ***sales*** , which is
below the industry median of 2.2x. Our $12.50 price target is based on an
EV/ ***sales***   (2006) multiple of 1.0x.
        See the latest posts to the Analyst Blog by visiting
http://at.zacks.com/?id=2645
        About Zacks Equity Research...

 2/3,K/3   (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2009 Gale/Cengage. All rts. reserv.

02052300   Supplier Number: 42650364 (USE FORMAT 7 FOR FULLTEXT)
Resin demand sluggish in early 1992
Plastics News, p8
Jan 6, 1992
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1429

...   major plastics resin types: polyethylene, PVC, ABS and
polycarbonate.
    The overall market picture for polyethylene resins in 1992 is one of
marginal growth, suppliers say. ***Demand*** for linear low density PE
resin is expected to grow at the greatest rate - 6-8 percent for the year,
with hexene and octene co-monomer film resins seeing the strongest growth.
    High density PE ***demand*** is projected to increase by an average of
about 4.3 percent, with greatest growth coming in markets for can liners
and T-shirt bags. Low density PE ***demand*** is ***forecast*** to grow by
only 1 percent in 1992.
    Continued increases in the prices of PE feedstocks ethane and ethylene
are expected by suppliers, boosting the chances for higher production
  costs for PE resin suppliers and resin price increases in the first
half of the year.
    According to David Cheek, director of ***sales*** for Dow Chemical
Co.'s packaging industry group, a " ***seasonality***   ***factor*** " figures
prominently in the potential for continued feedstock price increases and,
in turn, higher PE resin prices.
    "Ethylene inventories are currently low and if there is cold weather,
as is natural in the winter months, ***demand*** for gas feedstocks -
ethane and propane - will increase," he said.
    Those low inventories, coupled with an expectation of increased
first-quarter ethylene ***demand*** , may result in higher PE production
  costs and the wherewithal to pass them on to resin buyers. However,
expectations of higher prices for low, linear low and high density PE
resins are uncertain, hinging on the individual growth of supply and
  demand displayed by each PE resin type.
    Surveys of a half-dozen major HDPE suppliers revealed that, currently,
long supplier inventories are expected to continue into 1992.
    Dan Bussoni, director of polyolefins marketing at Quantum Chemical
Corp.'s USI Division, agrees.
    "I expect ***demand*** to grow in the neighborhood of 3.5 (percent) to
4 percent and, since there's plenty of capacity right now, I'd place
utilization...

65527790 (USE FORMAT 7 OR 9 FOR FULLTEXT)
India Inc's Q4 results depict future trend
Supriya Verma Mishra and Vishal Bhargava
ECONOMIC TIMES
July 15, 2008
JOURNAL CODE: WETI   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1299

  (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   average of estimates given by various brokerage houses.
    However, we have restricted ourselves to the Sensex companies, as they
have wider acceptance among investors.
    Our   ***estimates***   show that Sensex companies'   ***sales***   are
expected to grow 23% in the June '08 quarter, compared to 24% growth
registered in the same quarter of the previous year.
    Ironically, these   ***estimates***   are about 200 basis points (bps)
higher than the growth seen in the December '07 quarter. A similar trend is
likely in the case of...

...o-q) basis. However a q-o-q comparison does not hold good, as the sample
is   a   heterogeneous   one,   comprising   companies   impacted by the
  seasonality   ***factor.***
    The EBIDTA margins for Sensex companies are expected to decline from
34% in the June '07 quarter to 24% in the June '08 quarter, thus shaving
off 1,000 bps. Increasing input   ***costs***   are the root cause of lower
EBIDTA margins. Commodity prices continue to remain high on account of
supply constraints.
    On the other hand, ***demand*** from emerging economies continues to
grow relentlessly. Energy   ***costs***   have also been touching new highs.
This is likely to weigh on India Inc's operating and net margins. As the
primary market route of...

... increased interest payments is dealing a big blow to profit margins.
There has been a dip in margins since the past three quarters and our
  estimates   show that this trend is likely to continue in the June '08
quarter as well.
    Earnings growth is also likely to be hit. Compared to...

60470918 (USE FORMAT 7 OR 9 FOR FULLTEXT)
OJSC Novolipetsk – 9M 2007 US GAAP RESULTS
AFX CNF
November 30, 2007
JOURNAL CODE: WCNF   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4250

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...   minor price adjustments, the market situation stabilized in
November. In December, prices are deemed to remain close to the previous
month's level despite the   ***seasonality***   ***factor.***
    Temporary underperformance of blast furnace #6 in Q2 and Q3 2007 did
not significantly impact the annual planned production volumes.
    All the Group's operating segments will increase the financial results
of their operating activities in 2007. Generally, across the Group, we
expect 20-25% year-on-year growth in ***sales*** revenue and EBITDA. The
  estimated   EBITDA margin in 2007 will roughly correspond to 2006
level, which proves the Company's financial robustness.
    In early 2008, we expect a gradual increase in export and internal
prices primarily subject to higher raw materials ***costs*** and steel
  demand.
    Disclaimer: This announcement may contain a number of forward-looking
statements relating to, among others, the financial condition and results
of operations of the Company...

 2/3,K/6   (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2009 Dialog. All rts. reserv.

47340651 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Q4 2005 Watts Water Technologies Earnings Conference Call - Part 1
FAIR DISCLOSURE WIRE
February 08, 2006
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4752

  (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   think, kind of the cost differential would be narrowing or steady
state at this point in time. I mean I know it's hard to   ***forecast***
 what raw material   ***costs***   are going to do, but - BILL MCCARTNEY: If
you can tell us what (cost) is going to do and when it's going to do...

... Pat O'Keefe: Hey, thanks. OPERATOR: Ned Armstrong, FBR. NED ARMSTRONG,
ANALYST, FBR: With regard to the operating margins in the quarter, is there
any   ***seasonality***   or   ***factor***   driving those at all, or is it purely
the elements that you spoke of?
    BILL MCCARTNEY: Yes, you have a little bit of seasonality, Ned...

... you noted why the growth was down due to the lack of new product
introductions. Would you say that away from that, that the overall
  demand   is still pretty solid there? Or is ***demand***   actually
declining even when you factor in the removal of the new products?
    BILL MCCARTNEY: Well, several of those big retail accounts have had a
...

 2/3,K/7   (Item 4 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2009 Dialog. All rts. reserv.

42163048
Australian agribusiness conditions worsen unexpectedly - NAB
Sam Holmes
AAP NEWS
May 05, 2005
JOURNAL CODE: WAAP   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 403

     ... NAB) Agribusiness Survey for the March quarter found overall
conditions in post-farm gate production and processing returned to about
average, as domestic and export ***sales*** moderated, margins contracted
and seasonal conditions deteriorated. And proof of the deteriorating
conditions was seen today as grain handler GrainCorp Ltd fell victim to the
weather, drying up its   ***forecast***   profit. Shares in GrainCorp fell
sharply after it downgraded its profit ***forecast*** for fiscal 2005 to
between $10 million and $12 million, compared with earlier   ***forecasts***
of $14 million to $16 million. Share prices in ABB Grain Ltd and Australian
Agricultural Co. Ltd also dropped sharply. NAB agricultural economist Luke
Chandler said the worsening weather conditions and weaker ***sales*** were
the main cause of the slump in business conditions. "This is mainly due to
a   ***seasonality***   ***factor***   but also due to weaker ***sales*** both
domestically and internationally," Mr Chandler said. "So there's been
higher   ***costs***   over the March quarter due to things such as the high
oil price, interest rates increasing and obviously the Australian dollar's
been higher for...

 2/3,K/8   (Item 5 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2009 Dialog. All rts. reserv.

42163046
WRAP - Australian agribusiness conditions worsen unexpectedly
Sam Holmes
AAP NEWS
May 05, 2005
JOURNAL CODE: WAAP   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 403

     ... NAB) Agribusiness Survey for the March quarter found overall
conditions in post-farm gate production and processing returned to about
average, as domestic and export ***sales*** moderated, margins contracted
and seasonal conditions deteriorated. And proof of the deteriorating
conditions was seen today as grain handler GrainCorp Ltd fell victim to the
weather, drying up its   ***forecast***   profit. Shares in GrainCorp fell
sharply after it downgraded its profit ***forecast*** for fiscal 2005 to
between $10 million and $12 million, compared with earlier   ***forecasts***
of $14 million to $16 million. Share prices in ABB Grain Ltd and Australian
Agricultural Co. Ltd also dropped sharply. NAB agricultural economist Luke
Chandler said the worsening weather conditions and weaker ***sales*** were
the main cause of the slump in business conditions. "This is mainly due to
a   ***seasonality***   ***factor***   but also due to weaker ***sales*** both
domestically and internationally," Mr Chandler said. "So there's been
higher   ***costs***   over the March quarter due to things such as the high
oil price, interest rates increasing and obviously the Australian dollar's
been higher for...

33772569 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Q4 2003 DuPont Earnings Conference Call - Part 2
FAIR DISCLOSURE WIRE
January 27, 2004
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4937

  (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   that? Obviously there is a seasonality factored there with ag. GARY
PFEIFFER: You're right, Michael there is looking at the quarter, there is a
  seasonality   ***factor***   . But you are right, our gross margins have
been declining over the last few years, as reflected in both the weak
  volume   environment for, particularly, U.S. manufacturing, as well as
the very high raw material ***costs.***   I suspect that we should see that
we have bottomed and will begin to see some incremental improvement next
year, as based upon our increased pricing power with our new product, some
cyclical pricing power as the ESCs tighten up, but just remind that that
our   ***forecast***   is raw materials are going to continue to stay at least
as high as 2003 levels and maybe a little bit more. So in order...

33772391 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Event Brief of Q4 2003 DuPont Earnings Conference Call - Part 1
FAIR DISCLOSURE WIRE
January 27, 2004
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4577

  (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   down in the past two years. It sounds like there is some
possibility that they could begin to improve in 2004? Obviously there is a
  seasonality   ***factor***   there with ag -- A. (Gary Pfeiffer) Looking
at the quarter, there is a   ***seasonality***   ***factor*** , but our gross
margins have been declining over the last few years, reflecting the weak
  volume   environment for U.S. manufacturing as well as the very high
raw material   ***costs***   . I suspect that we will see some incremental
improvement based upon our increased pricing power with our new products,
some cyclical pricing power as the VFCs (phonetic) tighten up. But our
  forecast   is that raw materials are going to continue to stay at
least as high as 2003 levels and maybe a little more, so for the...

01765007
AMS HOMECARE INC
Disclosure Co No: A642391000
Cross Reference: WAS CANOIL EXPLORATION CORP
Company Status: Active

Exchange: OTH
Ticker Symbol: AHCKF
Location of Incorporation: CANADA

Primary SIC Code: 9999

Description of Business:
  THE GROUP'S PRINCIPAL ACTIVITY IS TO PURVEY MOBILITY EQUIPMENT, DURABLE
AND DISPOSABLE MEDICAL PRODUCTS AND PATIENT MONITORING TECHNOLOGY. THE
GROUP IS IN THE BUSINESS OF OUTSOURCED MANUFACTURING AND DISTRIBUTING
MEDICAL EQUIPMENT AND THE BUSINESS OF SELLING OF WIRELESS PRODUCTS AND
SERVICES RELATING TO NURSING CALL AND EMERGENCY ALERT SYSTEMS. AT THE
PRESENT TIME, THE GROUP IS IN THE PROCESS OF SETTING UP ITS FIRST RETAIL
OUTLET IN THE UNITED STATES FOR THE SALE OF ITS PRODUCTS.
Full record with Footnotes in Fmt 9

President's Letter:

Management Discussion:
...28, 2005. The company hired the services of investor
 relations firms in an effort to promote public awareness in the securities
 markets. Additional public company   ***costs***   of translating financial
statements
 and USA filings account for the $46,817 increase in professional fees for
the
 year ended February 28, 2005.
 Earnings before...

...925 in the previous year representing a decrease of
 $218, 367. This decrease in earnings before income taxes is attributable
to
 the start-up salaries   ***costs***   of the new nurse monitoring division,
higher public
 company related   ***costs*** , and management contract   ***costs.***
 The recorded losses in the last two quarters are due to the
  seasonality   ***factor***
 in the sale of durable medical equipment, the additional   ***costs***   of
the IER
 monitoring services division, and public company related   ***costs.***   The
peak
 season for the sale of scooters and scooter accessories runs from May to
 September. The company continues to diversify its product and service
offerings in order to mitigate the seasonality effect on   ***sales.***   As at
February
 28, 2005, 86% of the total   ***sales***   were from scooters and power chairs
with the
 remaining 14% from sale of cushions, disposables, daily living aids and
IER

monitoring services.
26
Critical Accounting Policies
Our consolidated financial statements are based on the selection and
application of significant accounting policies, some of which require
management to make   ***estimates***   and assumptions. Our   ***estimates***   are
based on
historical experience and on our future expectations that are believed to
be
reasonable; the combination of these factors forms the basis for...

Footnotes:

 2/3,K/12   (Item 1 from file: 545)
DIALOG(R)File 545:Investext(r)Archive

0017278622
FOOD STOCK PERSPECTIVE - FOOD INDUSTRY OVERVIEW
A.G. EDWARDS & SONS, INC.
GROWE, C.R., ET AL
MISSOURI (STATE OF)

DATE: July 30, 03
INVESTEXT(tm) REPORT NUMBER: 7531755, PAGE 9 OF 84, TEXT/TABLE PAGE
This is a(n) INDUSTRY report.

TEXT:

... stock prices are at least moving up with the market and poised to
improve even further in the second half as a result of our   ***estimate***
of improved top-line growth, the seasonal trends that tend to positively
affect this group as discussed below, and an improved fundamental picture
for many companies as we move past such concerns as rising commodity
prices, rising pension   ***costs*** , higher marketing expenditures, and an
expanded private label presence. As we look forward to 2004, we are
encouraged by the state of the group and believe that improved economic
conditions alone could yield   ***sales***   and earnings growth that stands
above more recent trends.

     We cannot help but mention the   ***seasonality***   ***factor***   as
stocks in this group tend to perform exceptionally well in the last
trimester of the year but dramatically underperform in the first trimester.
A...

Company:

 2/3,K/13   (Item 2 from file: 545)
DIALOG(R)File 545:Investext(r)Archive

0013970088
HUGHES SOFTWARE SYSTEMS LTD
ICICI SECURITIES AND FINANCE COMPANY LTD.
GHOSH, S., ET AL
INDIA

DATE: January 21, 02
INVESTEXT(tm) REPORT NUMBER: 8347679, PAGE 1 OF 6, TEXT/TABLE PAGE
This is a(n) COMPANY report.

TEXT:

... the risks associated with volatile product revenues, lack of a wide
portfolio of services, focus only on the beleaguered telecom segment, and
increasing days of   ***sales***   outstanding to very high levels. We maintain
SELL recommendation.

      * The better than expected 11.8% sequential ***sales***   growth has
come from a much better than anticipated product   ***sales***   performance
(up 96% QoQ and 1.8% YoY) and HNS revenues (up 12.0% QoQ). However, product
  sales   tend to be seasonal in nature-Q3 is usually the best in the
year. On the other hand, non-HNS services fell 16% QoQ. This...

...its parent.

      * Significant cost cutting (effective recruitment freeze and salaries
made more variable) and increase in product revenues that are inherently
higher-margin (because of   ***costs***   written off along with development)
have helped to increase margins sharply to 31.4% from 20.7% in the previous
quarter.   But,   on a YoY basis, that removes the   ***seasonality***
  factor   , margins have dropped from 35.7%.

      * Another negative was an implicit lowering of FY2002 guidance by the
company.   ***Sales***   growth for FY2002 is now expected to be 17-18%, as
against 25-35% given out a quarter ago. Our   ***estimates***   already
factored in an 18% growth and we stand by that.

      * The stock is trading at 18.1x FY2003E and 13.7x FY2004E EPS. In...

Company:

 2/3,K/14   (Item 3 from file: 545)
DIALOG(R)File 545:Investext(r)Archive

05838459
Berisford - Company Report
PANMURE GORDON & CO., LIMITED
Pick, C., et al
UNITED KINGDOM

DATE: December 12, 95
INVESTEXT(tm) REPORT NUMBER: 1671624, PAGE 25 OF 25, TEXT/TABLE PAGE
This is a(n) COMPANY report.

TEXT:

...diluted eps we have assumed
add-backs to attributable of (L)16.1m ((L)16.6m for interest on the
CULS; (L)0.4m for   ***costs***   of CULS written off; (L)1.5m for the debit
from

ACT written off on the notional additional shares; and (L)0.6m for
notional   interest   on   option   conversions).   In terms of how the
   forecast
pbt of (L)34.0m stacks up compared to former   ***estimates***   , in our August
note we had been looking for (L)40.5m which came back to (L)36.1m in
late September when the warning...

...followed the Berisford meeting was that around (L)37m could prove
attainable for 1995/96 but at that stage we had not fully appreciated
the   ***seasonality***   ***factor***   with Welbilt and how annual profits in
the year
to 30/9/95 ran at only some (L)38.2m. Nor the need to allow for the
further   rationalisation   ***costs***   of $7m-$8m being taken via the p&l.
There
is also the warning to the effect that Welbilt will not achieve much
margin growth...

...allowed for with Welbilt.

     For 1996/97 there is the further (L)3.5m of cost savings at Magnet
and the likelihood of continuing decent $ ***sales***   progress at Welbilt
allied to possible slight margin widening as paybacks accrue from
rationalisation moves. Finance charges should again ease back as the
group continues...

Company:

 2/3,K/15   (Item 4 from file: 545)
DIALOG(R)File 545:Investext(r)Archive

05490094
Berisford - Company Report
PANMURE GORDON & CO., LIMITED
Pick, C.
UNITED KINGDOM

DATE: August 16, 95
INVESTEXT(tm) REPORT NUMBER: 1629057, PAGE 106 OF 130, TEXT PAGE
This is a(n) COMPANY report.

TEXT:

...the H2 period (compared to the $24.6m known to have applied for the
H1 1994/95 period), making $58.4m for the year from   ***sales***   of $402.5m,
a
margin level of 14.5%. In theory, this could be on the prudent tack
given that:

     a) Alan Bowkett mentioned at...

...rate of 14% which the expected
could be advanced by 1 point per annum.

     b) the pointers on the Welbilt US visit that calendar 1994   ***sales***
were $355.3m, whilst pbit pre restructuring   ***costs***   was $51.8m to give

a
ros of 14.6%. Both the ***sales*** and pbit numbers only included the Lincoln
purchase as of early August of 1994.

However, the annual ***estimates*** made are only for the year to end September 1995, not calendar 1995, and it may well be that the cost savings that Berisford are seeking only begin to build more fully in 1996. Moreover, to assume that $ ***sales*** run at 9% higher in the H2 period than the H1 position and that margins are 3.3 points higher on this basis looks to be quite demanding, notwithstanding the ***seasonality***
factor. Observe how in the last quarter (Q3) that Welbilt was independent pbit ran at $15.126m and the ros at 15.3%. Whilst if one...

Company:

 2/3,K/16   (Item 5 from file: 545)
DIALOG(R)File 545:Investext(r)Archive

03245724
Crown Cork & Seal — Company Report
PAINEWEBBER INC.
Staphos, G.L.
NEW YORK (STATE OF)

DATE: January 5, 93
INVESTEXT(tm) REPORT NUMBER: 1305660, PAGE 28 OF 28, TEXT/TABLE PAGE
This is a(n) COMPANY report.

TEXT:

...44.9   56.5   54.7
" change   0.5   11.6   −1.8

Inventory turnover (FIFO)   5.05   5.78   5.88

Prepaid Exp. as %   ***Sales***   1.01%   0.53%   0.58%

Net PPE Turnover   2.50   2.59   3.10
Liabilities
Payables Turnover (v. net COGS)   13.29   11.61   13.05
/days   27.47   31.45   27.96

Other Curr Liabs as %   ***Sales***   1.64%   0.41%   1.08%

Dfd Tax (CF) as % Provision   17.4%   −4.2%   −14.9%

Other LT Liabs as %   ***Sales***   0.05%   0.04%   0.37%

  [Part 2 of 2]

                                        Forecast
                              1992   1993   1994

```
Operating   ***Costs***   as %   ***sales***
Cost of   ***sales***   (net)                      81.1%     80.8%     80.3%
Cost of   ***sales***   (FIFO)
Selling, general, & admin              3.0%      2.9%      2.8%
Depreciation                           3.5%      4.0%      4.0%
Maintenance                            4.0%      4.0%      4.0%
Other...
...net                        0.2%     0.1%      0.1%
Operating profit                       8.2%      8.2%      8.8%
Interest expense                       1.9%      2.2%      1.9%

Cost of   ***Sales***   - FIFO           3,241.5   3,918.8   4,065.9

Wtd Avg Interest Rate                  4.4%      5.4%      5.4%
  ***Seasonality***     ***Factor***

K-sp Ratios
Depr. as % of Opening PPE (Gross)      8.5%      8.5%      8.5%

Balance Sheet Relationships
Assets

Receivables turnover              5.71      6.55...

...vs. net COGS)      6.68      7.84      7.74
/days                           54.61     46.57     47.13

LIFO Reserve
" change

Inventory turnover (FIFO)

Prepaid Exp. as %   ***Sales***          0.63%     0.54%     0.53%

Net PPE Turnover              2.92      3.14      3.33

Liabilities
Payables Turnover (v. net COGS)     12.97     15.37     15.34
/days                          28.15     23.75     23.79

Other Curr Liabs as %   ***Sales***      1.13%     0.93%     0.89%

Dfd Tax (CF) as % Provision      1.0%      1.0%      1.0%

Other LT Liabs as %   ***Sales***        1.0%      1.0%      1.0%

Company:


 2/3,K/17    (Item 6 from file: 545)
DIALOG(R)File 545:Investext(r)Archive

03009541
NACCO Industries - Company Report
WERTHEIM SCHRODER & CO. INC.
Quain, M.I.
```

NEW YORK (STATE OF)

DATE: October 26, 92
INVESTEXT(tm) REPORT NUMBER: 1272766, PAGE 1 OF 1, TEXT/TABLE PAGE
This is a(n) COMPANY report.

TEXT:

...Industries reported 3Q E.P.S. of $1.08, 145% higher than the
$0.44 reported in the year-earlier period and significantly above our
 forecast. Profits at Hyster-Yale beat the prior-quarter level despite
the unfavorable seasonality factor, the decline in quarter-to-quarter
 sales   and   weakness in Europe. The upside surprise here reflects
better
U.S. pricing caused by the Caterpillar (CAT - 52) and Clark Equipment
(CKL - 18) lift truck ownership changes, coupled with somewhat better
U.S. ***volume.***

    Margins continued strong in the other businesses as well; in
particular, Hamilton Beach attained an 11%+ EBIT margin, its high for
all but fourth quarters (the ***seasonality***   ***factor***   again).

    Generally, we have every reason to believe that, even with Europe
continuing to weaken, a normal ***seasonality***   ***factor***   should allow
for a
flat to up sequential performance in the final period. We are raising
our 4Q E.P.S. ***estimate*** from $0.92 to $1.09, versus $1.14 a year ago.
Accordingly, our full-year ***estimate*** is $2.45, well up from our former
$1.60 projection. Our 1993 ***estimate*** is unchanged at $4.00.

    Separately, in the 3Q release, management cautioned regarding
changes in regulations affecting "orphan miners" and their health-care
 costs. This issue bears watching. North American Coal (entirely
"surface") would have to pay the ***costs*** for these "forgotten"
underground miners, if the issue is not successfully challenged in the
courts.

    The stock traded up sharply on the news of the...

Company:

 2/3,K/18   (Item 7 from file: 545)
DIALOG(R)File 545:Investext(r)Archive

02774989
CONSTAR, International - Company Report
PAINEWEBBER INC.
Staphos, G.
NEW YORK (STATE OF)

DATE: June 15, 92
INVESTEXT(tm) REPORT NUMBER: 1235295, PAGE 18 OF 37, TEXT/TABLE PAGE
This is a(n) COMPANY report.

TEXT:

```
Table 10
CONSTAR Historic And Projected Relationships


  [Part 2 of 2]

                                        ***Forecast***
                                 1992     1993     1994
Operating   ***Costs***   as %   ***sales***
Cost of   ***sales***   (net)             76.7%    76.5%    76.1%
Cost of   ***sales***   (incl Depr & Maint)   84.7%   84.7%   84.5%
Selling, general & admin         8.7%     8.6%     8.7%
Depreciation                     4.0%     4.2%     4.3...

...profit                 6.6%     6.7%     6.8%
Interest expense                 1.05     1.0%     0.9%

Simple Avg Interest Rate         8.0%     8.0%     8.0%
  ***Seasonality***     ***Factor***

K-sp Ratios
Depr. as % of Opening PPE (Gross)     7.1%     7.1%     7.0%
Disp. (BV) as % of
 Open. PPE (Gross)
Maintenance as % Open...

...35.0%     35.0%
Inventory turnover (vs. net COGS)   9.605    9.359    9.125
 /days                          38.000   39.000   40.000
Prepaid Exp. as %   ***Sales***            0.3%     0.3%     0.3%
Net PPE Turnover                 3.58     3.59     3.78
Other Assets % Total   ***Sales***         1.1%     1.1%     1.1%

Liablities
Payables Turnover (vs. net COGS)   10.43    10.74    11.06
 /days                          35.000   34.000   33.000...

Company:


 2/3,K/19    (Item 1 from file: 619)
DIALOG(R)File 619:Asia Intelligence Wire
(c) 2009 Fin. Times Ltd. All rts. reserv.

20711502 WETI67532289  (USE FORMAT 7 FOR FULLTEXT)
AGGRESSIVE GROWTH STRATEGY DENTS IDEA'S BOTTOMLINE
Santanu Mishra
The Economic Times
Wednesday, October 22, 2008
JOURNAL CODE:  WETI  LANGUAGE:  English  RECORD TYPE:  Fulltext
WORD COUNT: 343

...reported a subdued result for the quarter ended September 30, 2008,
mainly on account of its aggressive growth strategy. The company missed the
average target   ***estimates***   of a number of broking analysts. In the past
```

two days, the stock has lost 14.3% as against Sensex's gain of 7%.

Quarter-on-quarter growth in revenues remained subdued at 5.8%, partially
due to the   ***seasonality***   ***factor.***   Even the cut in long-distance
tariff rates during the quarter could not attract customer   ***demand***
resulting in lower   ***sales.*** Profitability was mainly impacted by higher
operating expenses, particularly steep personnel   ***costs*** , network
operating expenses and advertising and promotion spends, among others. Each
of the three overheads rose by more than 20% over the previous quarter. The
...

 2/3,K/20   (Item 1 from file: 994)
DIALOG(R)File 994:NewsRoom 2005
(c) 2009 Dialog. All rts. reserv.

1011033801 16X61108
WRAP - Australian agribusiness conditions worsen unexpectedly
By Sam Holmes
Australian Associated Press
Thursday, May 5, 2005
JOURNAL CODE: ALJF LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire ISSN: N/A
WORD COUNT: 423

And proof of the deteriorating conditions was seen today as grain handler
GrainCorp Ltd fell victim to the weather, drying up its   ***forecast***
profit.

Shares in GrainCorp fell sharply after it downgraded its profit
  forecast   for fiscal 2005 to between $10 million and $12 million,
compared with earlier   ***forecasts***   of $14 million to $16 million.

Share prices in ABB Grain Ltd and Australian Agricultural Co. Ltd also
dropped sharply.

NAB agricultural economist Luke Chandler said the worsening weather
conditions and weaker   ***sales***   were the main cause of the slump in
business conditions.

"This is mainly due to a   ***seasonality***   ***factor***   but also due to
weaker   ***sales***   both domestically and internationally," Mr Chandler
said.

"So there's been higher   ***costs***   over the March quarter due to things
such as the high oil price, interest rates increasing and obviously the
Australian dollar's been higher for...

 2/3,K/21   (Item 2 from file: 994)
DIALOG(R)File 994:NewsRoom 2005
(c) 2009 Dialog. All rts. reserv.

1011033794 16X61101
Australian agribusiness conditions worsen unexpectedly - NAB
By Sam Holmes

Australian Associated Press
Thursday, May 5, 2005
JOURNAL CODE: ALJF LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire ISSN: N/A
WORD COUNT: 423

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business conditions.

"This is mainly due to a   ***seasonality***   ***factor***   but also due to
weaker   ***sales***   both domestically and internationally," Mr Chandler
said.

"So there's been higher   ***costs***   over the March quarter due to things
such as the high oil price, interest rates increasing and obviously the
Australian dollar's been higher for...

 2/3,K/22   (Item 3 from file: 994)
DIALOG(R)File 994:NewsRoom 2005
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0978565629 16V5202W
PFSweb Breaks Through to Profitability in 2004; Record Revenue and Net
Income of $1.1 Million Highlight Fourth Quarter
Business Wire
Thursday, March 3, 2005
JOURNAL CODE: BGAC LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire ISSN: none
WORD COUNT: 3,784

...in 2005 with annual, run-rate service fees of $25 million, only a
portion of which would result in invoiced activity during 2005. We
currently   ***estimate***   that the new contracts won in 2004 and in 2005
will yield gross margins ranging from 25% to 35% once fully operational.
Certain of these...

...revenue to yield increased gross profit, we expect this profit will be
offset somewhat by incremental investments to implement new contracts,
investments in infrastructure and   ***sales***   and marketing to support our
targeted growth and professional fees related to the Sarbanes-Oxley Act. We
also expect interest   ***costs***   to ...has been and is expected to
continue to be our weakest quarter due to seasonal fluctuations of certain
clients. However, we do not expect this   ***seasonality***   ***factor***   to

be as significant in 2005 due to product release schedule changes from
certain of our clients. We continue to target a significantly improved
result...

 2/3,K/23   (Item 1 from file: 995)
DIALOG(R)File 995:NewsRoom 2004
(c) 2009 Dialog. All rts. reserv.

0880087066 16P02P0T
Event Brief of Q1 2005 Smithfield Foods Earnings Conference Call - Final
FD Wire
Thursday, August 26, 2004
JOURNAL CODE: BCDI LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire
WORD COUNT: 7,081

...as were coming to market 12, 18 months ago I think we would have a
problem, but fortunately the herds are down and the export ***demand*** is
down at ...strengthens on a seasonal basis the next four months, but
generally speaking do you see improving margins the next three or four
months excluding the ***seasonality***   ***factor*** as hog prices come
down?

A. (Joe Luter) Generally, when hog prices come down profit margin on
processed meats go up and vice versa. That...

...up front quite a bit. The Wal-Marts and the Costcos of the world like to
buy out in front where they know what their ***costs*** are going to be a
month or two out. That's just the nature of the business.
Q26. (Reetha Vahab) Your pork processing margins on...

...offset by the gains, it wasn't clear to me and I don't know if you can
answer this, but is the consensus EPS ***estimate*** for the 2Q
appropriate, too high, too low, can you comment on that?

A. (Joe Luter) The consensus for the 2Q, quite frankly I don...

 2/3,K/24   (Item 2 from file: 995)
DIALOG(R)File 995:NewsRoom 2004
(c) 2009 Dialog. All rts. reserv.

0778023798 16GN0R7P
Q4 2003 DuPont Earnings Conference Call - Final
FD Wire
Tuesday, February 10, 2004
JOURNAL CODE: BCDI LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire
WORD COUNT: 9,825

...that? Obviously there is a seasonality factored there with ag.

GARY PFEIFFER: You're right, Michael there is looking at the quarter, there
is a ***seasonality***   ***factor.*** But you are right, our gross margins
have been declining over the last few years, as reflected in both the weak

volume   environment for, particularly, U.S. manufacturing, as well as
the very high raw material   ***costs.***   I suspect that we should see that
we have bottomed and will begin to see some incremental improvement next
year, as based upon our increased pricing power with our new product, some
cyclical pricing power as the ESCs tighten up, but just remind that that
our   ***forecast***   is raw materials are going to continue to stay at least
as high as 2003 levels and maybe a little bit more. So in order...

 2/3,K/25   (Item 3 from file: 995)
DIALOG(R)File 995:NewsRoom 2004
(c) 2009 Dialog. All rts. reserv.

0770569638 16G52405
Event Brief of Q4 2003 DuPont Earnings Conference Call - Final
FD Wire
Tuesday, January 27, 2004
JOURNAL CODE: BCDI LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Newswire
WORD COUNT: 6,212

...down in the past two years. It sounds like there is some possibility
that they could begin to improve in 2004? Obviously there is a
  seasonality   ***factor***   there with ag --

A. (Gary Pfeiffer) Looking at the quarter, there is a   ***seasonality***
  factor   , but our gross margins have been declining over the last few
years, reflecting the weak   ***volume***   environment for U.S. manufacturing
as well as the very high raw material   ***costs.***   I suspect that we will
see some incremental improvement based upon our increased pricing power
with our new products, some cyclical pricing power as the VFCs [phonetic]
tighten up. But our   ***forecast***   is that raw materials are going to
continue to stay at least as high as 2003 levels and maybe a little more,
so for the...

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? show files;ds
File  13:BAMP 2009/Jul 27
        (c) 2009 Gale/Cengage
File  88:Gale Group Business A.R.T.S. 1976-2009/Jul 27
        (c) 2009 Gale/Cengage
File 180:Federal Register 19852009/Jul 28
        (c) 2009 format only DIALOG
File 484:Periodical Abs Plustext 1986-2009/Jul W3
        (c) 2009 ProQuest
File 654:US PAT.FULL. 1976-2009/JUL 23
        (c) Format only 2009 Dialog
File 990:Newsroom Current Feb 01-2009/Jul 27
        (c) 2009 Dialog
File 991:NewsRoom 2008 Jan 1-2008/Dec 31
        (c) 2008 Dialog
File 992:NewsRoom 2007
        (c) 2009 Dialog


Set    Items    Description
S1       13    (SIMULAT? OR MODEL?)(2N)COSTS(60N)(BY OR PER OR EACH OR SE-
             LECT OR CERTAIN OR SPECIFIC OR SPECIFY?)()(STORE OR FACILITY -
             OR LOCATION)(60N)(SUBSTITUTED OR SUBSTITUTIONS OR SUBSTITUTING
              OR SUBSTITUTES)(2N)(PRODUCTS OR ITEMS OR GOODS OR SERVICES)
S2        9    RD  (unique items)
? t2/3,k/all

 2/3,K/1    (Item 1 from file: 13)
DIALOG(R)File  13:BAMP
(c) 2009 Gale/Cengage. All rts. reserv.

01096961     Supplier Number: 145572581 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Using basket composition data for intelligent supermarket pricing.

Marketing Science, v 25, n 2, p 188
March 2006
DOCUMENT TYPE: Journal  ISSN: 0732-2399  (United States)
LANGUAGE: English  RECORD TYPE: Fulltext
WORD COUNT:  9330

 (USE FORMAT 7 OR 9 FOR FULLTEXT)


TEXT:
...contain hair coloring. We capture this by specifying different consumer
types within a basket size. In practice, consumer baskets contain more than
one or two   ***items***  , so the   ***goods***   in our model are best
interpreted as sub-baskets. Considerable heterogeneity in consumer baskets
is likely in practice, but our assumption captures the key elements...

...will also examine special cases: one in  which there is only basket size
heterogeneity, and another with only  basket composition heterogeneity. (4)
Consumers in our   ***model***   are uniformly distributed along a straight
line AB of unit length, and consumer location is independent of the
consumer type. The market size is normalized...

...implies that consumers are also heterogeneous by virtue of their
```

locations. All consumers are willing to pay $R per unit of any of the three ***goods.*** (5) ***Each*** ***store*** advertises the price of the three ***goods*** so that consumers know the prices of all ***goods*** before deciding on a store at which to shop.

2.2. Retailers

There are two competing retailers (supermarkets) located at either end of AB, with store A at the left end and store B at the right end. We index stores by i, i = (A, B). Each retailer carries three ***goods*** that are neither complements nor ***substitutes*** , indexed by j, j = 1, 2, and 3, and both retailers face identical per unit ***costs*** , which without loss of generality we set to zero for all j.

Retailers in our ***model*** carry multiple ***goods*** reflecting our interest in supermarket pricing strategies, and the assumption that both carry the same ***goods*** that are neither complements nor substitutes is reasonable because it reflects the reality of supermarkets carrying identical brands of shampoo and cake mix, for example...

2/3,K/3   (Item 1 from file: 180)
DIALOG(R)File 180:Federal Register
(c) 2009 format only DIALOG. All rts. reserv.

DIALOG Accession Number: 02311648   Supplier Number: 940500585
Approval and Promulgation of State and Federal Implementation Plans;
  California--Sacramento and Ventura Ozone; South Coast Ozone and Carbon
  Monoxide; Sacramento Ozone Reclassification
Volume: 59   Issue: 86   Page: 23264
CITATION NUMBER: 59 FR 23264
Date: THURSDAY, MAY 5, 1994

TEXT:
... the scheduled phasing in of cleaner engines and fuels, this changeover to cleaner engines and fuels will take some time (e.g. manufacturing changes, replacement ***costs*** , infrastructure changes). This is especially true since owners legitimately want to continue to receive the benefits of a full useful life from their present vehicles the current vehicle and engine fleet. That means considering options like no-drive days, and/or dramatically increasing the ***costs*** associated with operating vehicles and engines currently in use.

 Moreover, in order to attain by 1999, stationary sources in the Sacramento area would be required...and maintenance (I/M) program for vehicles which meets national performance standards. As previously discussed, the structure of the FIP proposal will follow EPA's ***model*** program. If the state enacts and submits approvable legislation and regulations for its own enhanced program which meets national performance standards, EPA will withdraw or...

...c. The proposed regulation is 40 CFR 52.2963.

 For heavy duty trucks, the FIP proposals include tighter hydrocarbon (HC) and NOX exhaust standards for ***model*** years 1999 and beyond, strict evaporative HC standards to minimize shifting from diesel to gasoline

beginning in 1999 as well, and a declining average NOX...

TEXT:
...   framework, which emphasizes spatial variations in production costs
(including transportation), rather than variations in demand. Such an
emphasis, which is also central to the revised ***model*** proposed here,
is of particular relevance in a context in which it has been argued that
decreasing communication costs are reducing the importance of location and
local markets for high-order services (Cairncross 2001; O'Brien 1992).13
    Indeed, our ***model*** is based on the assumption that a high-order
service establishment must assemble inputs and deliver outputs, just like a
manufacturing plant. Unlike plants, however...
...or commands, written or electronic reports, and other service products
with a high knowledge or artistic content. Like a factory that buys,
transforms, and sells ***goods*** , a high-order service establishment
acquires, transforms, and sells information. For ***goods*** , this implies
transport costs, but for information, "communication cost" is the more
appropriate term.
    In this context, what differentiates one metropolitan are a from
another for a producer of high-order ***services*** are the cost of
place-specific sources of information (analogous to Weber's, 1929,
resources) and the cost of transporting information (communication costs).
Since codified...

...type of information that can be transmitted only by face-to-face contact
and is embodied in people. Thus, in the following discussion, we ignore
  costs that we do not consider essential in determining the location
of high-order ***services*** , but acknowledge that a complete cost analysis
would also take into account unskilled labor, property, taxes, and so on.14
    An establishment will choose the...

...straightforward Weberian world, one can treat each type of input
separately, and one can conceptually distinguish the market from the source
of inputs. Although the ***model*** we propose is derived from a
Weberian logic, its application is more complex for three reasons. First,
the two inputs-employed labor and outside consultants-are ***substitutes***
to a large extent. Thus, the lowest-cost location will not necessarily be
the location where the combined ***costs*** of gaining access to these two
types of inputs are minimized. Since the weight of these two inputs in the
final product can also change, the cost-minimizing combination of these two

inputs must be identified for   ***each***   ***location***   before a choice is
made. Second, although we have conceptually separated skilled labor,
outside information (consultants), and markets for high-order
  services   , in many cases these three are to be found in the same
location. This is particularly true for high-order service outputs that are
costly...

COMPANY INFORMATION:

 2/3,K/5   (Item 1 from file: 654)
DIALOG(R)File 654:US PAT.FULL.
(c) Format only 2009 Dialog. All rts. reserv.

7551341
UTILITY
Consistent set of interfaces derived from a business object model
Inventor: Seubert, Michael, Sinsheim, DE
         Heger, Achim, Leimen-Gauangelloch, DE
         Polly, Adam, Stutensee-Blankenloch, DE
         Adam, Alexander S., Hockenheim, DE
         Zaichenko, Alexander, Hockenheim, DE
         Mark, Alexandra, Wiesloch, DE
         Doerfler, Andre, Mannheim, DE
         Wachholz-Prill, Andre, Bellheim, DE
         Wagner, Andre, Sinsheim, DE
         Pluemper, Andrea, Reichartshausen, DE
         Bold, Andreas, Ludwigshafen, DE
         Brossler, Andreas, Leingarten, DE
         Huppert, Andreas, Neulussheim, DE
         Leukert-Knapp, Andreas, Heidelberg, DE
         Morsch, Andreas, Heidelberg, DE
         Neumann, Andreas, St. Leon-Rot, DE
         Poth, Andreas, Weingarten, DE
         Reccius, Andreas, Walldorf, DE
         Wolber, Andreas, Heidelberg, DE
         Fuchs, Antje, Walldorf, DE
         Gross, Antonia, Nussloch, DE
         Eifel, Arno, Eppelborn, DE
         Butucel, Artur, Mannheim, DE
         Banerjee, Arunava, Walldorf, DE
         Yeddula, Ashwin Reddy, Walldorf, DE
         Kuehl, Axel, Mannheim, DE
         Klehr, Benjamin, Rastatt, DE
         Schmitt, Bernd, Waldbronn, DE
         Eike, Bjoern, Dossenheim, DE
         Krems, Boris, Reichartshausen, DE
         Auth, Christian, Mannheim, DE
         Fuhlbruegge, Christian, Gaiberg, DE
         Cramer, Christiane, Weingarten, DE
         Schauerte, Christiane, Heidelberg, DE
         Engler, Christopher, Walldorf, DE
         Buchholz, Cristina, Rellingen, DE
         Theil, Damian, Rauenberg, DE
         Bock, Daniel, Heidelberg, DE
         Zimmermann, Daniel, Leiman, DE

Pannicke, Danny, Heidelberg, DE
Krisch, Dieter, Karlsruhe, DE
Nowotny, Dietmar, Dielheim, DE
Henrich, Dirk, Wiesloch, DE
Richtsteiger, Dirk, Karlsruhe, DE
Schindewolf, Dirk, Karlsruhe, DE
Karbach, Doris, Rauenberg, DE
Damaschke, Frank, Nussloch, DE
Hastrich, Frank, Runkel-Arfurt, DE
Krueger, Frank, Heidelberg, DE
Lindqvist, Frank, Reilingen, DE
Milpetz, Frank, Wiesloch, DE
Reinemuth, Frank, Mannheim, DE
Pacher, Galina, Wiesloch, DE
Dopf, Georg, Schwetzingen, DE
Podhajsky, Georg, Phillippsburg-Rheinsheim, DE
Deledda, Giovanni, Rauenberg, DE
Zhang, Guimei, Bad Schoenborn, DE
Liebich, Gunther, Walldorf, DE
Berger, Heike, Oberhausen-Rheinhausen, DE
Geipel, Hendrik, Walldorf, DE
Schaude, Horst, Kraichtal, DE
Bruss, Ingo, Heidelberg, DE
Pfitzner, Ingo, Berlin, DE
Kind, Jaakob, Heidelberg, DE
Hrastnik, Jan, Burscheid, DE
Richert, Jan, Mannheim, DE
Liebler, Joachim, Leimen, DE
Puteick, Joachim, Ubsladt-Weiher, DE
Steinbach, Jochen, Bad Schoenborn, DE
Goetting, Joerg, Altrip, DE
Bechtold, Johannes, Tairnbach, DE
Schmidt-Kluegmann, Julian, Heidelberg, DE
Roesner, Kai-Michael, Eggenstein-Leopoldshafen, DE
Kimme, Karsten, Heidelberg, DE
Koetter, Karsten, Heidelberg, DE
Nos, Kathrin, Rauenberg, DE
Herter, Klaus, Leimen, DE
Reinelt, Klaus, Kraichtal, DE
Schlappner, Klaus, Mannheim, DE
Grunewald, Kristina, Heidelberg, DE
Sara, Levente, Wiesloch, DE
Juchem, Markus, Birkenfeld, DE
Gaub, Martin, Wiesloch, DE
Hermes, Martin, Muehlhausen, DE
Rogge, Martin, Ostringen-Eichelberg, DE
Schorr, Martin, Rauenberg, DE
Schoenecker, Mathias, Hambruecken, DE
Asal, Matthias, Walldorf, DE
Heinrichs, Matthias, Speyer, DE
Schmitt, Matthias, Speyer, DE
Bauer, Michael, Rastatt, DE
Conrad, Michael, Reilingen, DE
Hartel, Michael, Heidelberg, DE
Jung, Michael, Quierschied, DE
Schier, Michael, Kaiserslautern, DE

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          Segler, Michael, Wiesloch, DE
          Sylvester, Michael, Roemerberg, DE
          Kalyoncu, Naci, Darmstadt, DE
          Meincke, Olaf, Heidelberg, DE
          Grande, Oliver, Heidelberg, DE
Assignee: Unassigned
Correspondence Address: FISH & RICHARDSON, P.C., PO BOX 1022, MINNEAPOLIS,
    MN, 55440-1022, US

              Publication                    Application      Filing
              Number       Kind   Date       Number           Date
              -------------- --  --------  --------------  --------
Main Patent   US 20080120129  A1  20080522  US 2007803178   20070511
Provisional                             US 60-800352    20060513
Provisional                             US 60-837196    20060811


Fulltext Word Count: 1248846

Description of the Invention:
    ...0381] FIG. 212 shows an exemplary CashTransfer object   ***model***  ;

    [...

...0382] FIG. 213 shows an exemplary ChequeStorage object   ***model***  ;

    [...

...0383] FIG. 214 shows an exemplary CompanyPaymentFileRegister object
    ***model***  ;

    [


 2/3,K/6    (Item 2 from file: 654)
DIALOG(R)File 654:US PAT.FULL.
(c) Format only 2009 Dialog. All rts. reserv.

7116522
UTILITY
Consistent set of interfaces derived from a business object model
Inventor: Seubert, Michael, Sinsheim, DE
          Rasch, Jochen, Sandhausen, DE
          Kuehl, Axel, Mannheim, DE
          Becker, Dirk, Malsch, DE
          Biehler, Markus, Landau, DE
          Bock, Daniel, Heidelberg, DE
          Brossler, Andreas, Leingarten, DE
          Colle, Renzo, Rastatt, DE
          Deledda, Giovanni, Rauenberg, DE
          Dielschneider, Ralf, Rellingen, DE
          Doerner, Robert, Offenbach, DE
          Drouin, Philippe, Sinsheim, DE
          Egetoft, Karsten, Wiesloch, DE
          Franke, Stefan, Buxtehude, DE
          Gnan, Werner, Angelbachtal, DE
```

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        Goldmann, Daniel, Mannheim, DE
        Gross, Antonia, Nussloch, DE
        Gross, Patrick, Bensheim, DE
        Hartmann, Nils, Heidelberg, DE
        Hetzer, Stephan, Oestringen-Eichelberg, DE
        Hofmann, Christine, Karlsruhe, DE
        Kemmer, Johann, Muehlhausen, DE
        Kenntner, Joachim, Heidelberg, DE
        Kiwon, Adam, Hannover, DE
        Koester, Arndt, Wiesloch, DE
        Kraehmer, Thilo, Heidelberg, DE
        Krompholz, Andreas, Heidelberg, DE
        Kuster, Corinne, Muehlhausen/Kraichgau, DE
        Lotz, Marcus, Saarbruecken, DE
        Makris, Otto, Heidelberg, DE
        Nn, Ramesh, Bangalore, IN
        Nowotny, Dietmar, Dielheim, DE
        Oppert, Till, Worms, DE
        Peter, Markus, St. Leon-Rot, DE
        Podhajsky, Georg, Phillippsburg-Rheinsheim, DE
        Radcke, Ruediger, Budapest, HU
        Redmann, Michael, Walldorf, DE
        Reinemuth, Frank, Mannheim, DE
        Sala, Paola, Heidelberg, DE
        Schueler, Arnulf, Heidelberg, DE
        Schultze, Dagmar, Heidelberg, DE
        Sievers, Ralf, Walldorf, DE
        Stephan, Jan, Bad Schoenborn, DE
        Stotz, Sergej, Wiesloch, DE
        Thome, Frank, Karlsruhe, DE
        Wagner, Andre, Sinsheim, DE
        Weiss, Burkhard, Wiesloch, DE
        Winkel, Rudolf, Walldorf, DE
        Zadro, Renato, Bruehl, DE
        Panzer, Brit, Mannheim, DE
Assignee: Unassigned
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```

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20070150387	A1	20070628	US 2006364538	20060227
Provisional				US 60-656598	20050225
Provisional				US 60-729480	20051021
Priority				US 2005519961	20050603
				US 2005521481	20050617
				US 2005522137	20050624

```
Fulltext Word Count: 665400

Description of the Invention:
   ...0323] FIG. 441 depicts a data   ***model***   for Product Forecast
  Notification Message in accordance with methods and systems consistent
  with the subject matter described herein...0326] FIG. 444 depicts a data
```

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    ***model***   for Product Forecast Revision Message in accordance with
  methods and systems consistent with the subject matter described herein
  ...
```

6524471 **IMAGE Available
Derwent Accession: 2006-067216
UTILITY
Consistent set of interfaces derived from a business object model
Inventor: Seubert, Michael, Sinsheim, DE
         Rasch, Jochen, Sandhausen, DE
         Kuehl, Axel, Nussloch, DE
         Adelmann, Stefan, Mannheim, DE
         Alvarez, Gabriel, Hockenheim, DE
         Biehler, Markus, Landau, DE
         Bock, Daniel, Heidelberg, DE
         Bold, Andreas, Ludwigshafen, DE
         Brossler, Andreas, Gaiberg, DE
         Buchmann, Daniel, Pfinztal, DE
         Colle, Renzo, Rastatt, DE
         Doerner, Robert, Offenbach, DE
         Elfner, Stefan, Heidelberg, DE
         Franke, Stefan, Buxtehude, DE
         Gnan, Werner, Angelbachtal, DE
         Gross, Antonia, Nussloch, DE
         Gross, Patrick, Bensheim, DE
         Grossmann, Toralf, Wiesloch, DE
         Gschwender, Gerhard, Bangalore, IN
         Hendricks, Joerg, Montreal, CA
         Hengevoss, Wolf, Wiesloch, DE
         Hetzer, Stephan, Ostringen, DE
         Hofmann, Christine, Karlsruhe, DE
         Jaeck, Volker, Nussloch, DE
         Kelnberger, Bernhard, Rauenberg, DE
         Kemmer, Johann, Muehlhausen, DE
         Kenntner, Joachim, Heidelberg, DE
         Kiwon, Adam, Hannover, DE
         Koetter, Karsten, Heidelberg, DE
         Kraehmer, Thilo, Heidelberg, DE
         Kuster, Corinne, Muehlhausen/Kraichgau, DE
         Lehner, Christoph, Heidelberg, DE
         Liebold, Werner, Wiesloch, DE
         Maag, Thomas, Reilingen, DE
         Makris, Otto, Heidelberg, DE
         Morsch, Andreas, Mannheim, DE
         Nieswand, Wolfgang, Muehlhausen, DE
         Nitschke, Thomas, Nussloch, DE
         Nowotny, Dietmar, Dielheim, DE
         Peter, Markus, St. Leon-Rot, DE
         Podhajsky, Georg, Philippsburg, DE
         Poetschke, Dominic, Ettlingen, DE
         Pyka, Uwe, Sinsheim-Hilsbach, DE

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          Radcke, Ruediger, Budapest, HU
          Reinemuth, Frank, Mannheim, DE
          Rieken, Gregor, Walldorf, DE
          Ripp, Volker, Mannheim, DE
          Ritter, Gerd, Heidelberg, DE
          Sala, Paola, Heidelberg, DE
          Schapler, Daniela, St. Leon-Rot, DE
          Schmitt, Matthias, Speyer, DE
          Schneider, Andreas, Bobenheim-Roxheim, DE
          Schueler, Armulf, Heidelberg, DE
          Schultze, Dagmar, Heidelberg, DE
          Seyler, Reiner, Neidenstein, DE
          Sievers, Ralf, Walldorf, DE
          Stuhec, Gunther, Heidelberg, DE
          Thome, Frank, Karlsruhe, DE
          Wagner, Andre, Sinsheim, DE
          Winkel, Rudolf, Walldorf, DE
          Yu, Tao, Walldorf, DE
          Zachmann, Jens, Walldorf, DE
          Zadro, Renato, Bruhl, DE
          Zimmerman, Theo, Wiesloch, DE
          Zoeller, Michael, Rauenberg, DE
Assignee: Unassigned
Correspondence Address: SONNENSCHEIN NATH & ROSENTHAL LLP, P.O. BOX 061080,
    WACKER DRIVE STATION, SEARS TOWER, CHICAGO, IL, 60606-1080, US
```

	Publication Number	Kind	Date	Application Number	Filing Date
Main Patent	US 20060085450	A1	20060420	US 2005166065	20050624
Provisional				US 60-582949	20040625
Provisional				US 60-656598	20050225
Provisional				US 60-669310	20050407

```
Fulltext Word Count: 361322


 2/3,K/8     (Item 1 from file: 990)
DIALOG(R)File 990:Newsroom Current
(c) 2009 Dialog. All rts. reserv.

1782609731  18FF3C52
To  make appropriations for the biennium beginning July 1, 2009, and ending
June 30, 2011 for the operation of state programs.
LegAlert (Full Text)
Wednesday, June 3, 2009
JOURNAL CODE:  KBJH  LANGUAGE:  English  RECORD TYPE:  Fulltext
DOCUMENT TYPE:  Trade Journal  ISSN:  N/A
WORD COUNT: 1,021,344


...of the board of county commissioners or an individual
    designated by the board;

    (k) A representative of the regional office of the department of youth
      ***services***  ;
```

(l) A representative of the county's head start agencies, as defined in
section 3301.32 of the Revised Code;

(m) A representative of the...

 2/3,K/9   (Item 1 from file: 992)
DIALOG(R)File 992:NewsRoom 2007
(c) 2009 Dialog. All rts. reserv.

1417572206 17QM26JF
Make operating appropriations for the biennium.
LegAlert (Full Text)
Saturday, June 30, 2007
JOURNAL CODE: KBJH LANGUAGE: English RECORD TYPE: Fulltext
DOCUMENT TYPE: Trade Journal ISSN: N/A
WORD COUNT: 803,274

IV. Text Search Results from Dialog

A. Abstract Databases

```
? show files;ds
File 350:Derwent WPIX 1963-2009/UD=200947
        (c) 2009 Thomson Reuters
File 344:Chinese Patents Abs Jan 1985-2006/Jan
        (c) 2006 European Patent Office
File 347:JAPIO Dec 1976-2009/Mar(Updated 090708)
        (c) 2009 JPO & JAPIO
File 371:French Patents 1961-2002/BOPI 200209
        (c) 2002 INPI.  All rts. reserv.
File   2:INSPEC 1898-2009/Jul W3
        (c) 2009 The IET
File  35:Dissertation Abs Online 1861-2009/Jun
        (c) 2009 ProQuest Info&Learning
File  65:Inside Conferences 1993-2009/Jul 27
        (c) 2009 BLDSC all rts. reserv.
File  99:Wilson Appl. Sci & Tech Abs 1983-2009/Jun
        (c) 2009 The HW Wilson Co.
File 256:TecTrends 1982-2009/Jul W3
        (c) 2009 Info.Sources Inc. All rights res.
File 474:New York Times Abs 1969-2009/Jul 27
        (c) 2009 The New York Times
File 475:Wall Street Journal Abs 1973-2009/Jul 27
        (c) 2009 The New York Times
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
        (c) 2002 Gale/Cengage
File  23:CSA Technology Research Database 1963-2009/Jun
        (c) 2009 CSA.
File  56:Computer and Information Systems Abstracts 1966-2009/Jul
        (c) 2009 CSA.


Set    Items   Description
S1     200828   (MODEL OR MODELS OR MODELLING OR MODELING OR ESTIMAT? OR S-
           IMULAT? OR CALCULAT? OR COMPUTE OR COMPUTES OR COMPUTING OR C-
           OMPUTED OR DETERMIN? OR FORECAST?)(6N)(COST? ?)
S2    1392104   ECONOMETRIC? OR ECONOMIC? ?
S3      21728   (SALES OR REVENUE OR PROFIT)(2W)(DATA OR INFORMATION OR HI-
           STORY OR RECORDS)
S4     258564   COST? ?()(DATA OR INFORMATION OR HISTORY OR RECORDS) OR (M-
           ANUFACTURING OR PRODUCTION)()COST? ?
S5      27141   SALES(2N)(VOLUME? ? OR TOTAL)
S6      13032   DEMAND(8N)(GROUP OR CATEGORY OR SEGMENT OR CLUSTER OR CLASS
           OR CATEGORIES OR LIST? OR NODE? ? OR TABLE OR VIEW OF DISPLA-
           Y)
S7      83457   (VARIABLE? OR VARIABILITY OR VARIOUS OR DEMAND OR HIGH OR -
           LOW)(10N)(TIME(3N)PERIOD? ? OR SEASONAL OR SEASON OR CHRISTMAS
           OR HOLIDAY OR SUMMER OR WINTER OR VALENTINE??()DAY OR SEASON-
           ALITY)
S8      19503   (SUBSTITUTE? ? OR SUBSTITUTABLE OR OUT(2W)STOCK OR UNAVAIL-
           ABLE OR "NOT"(2W)STOCK OR REPLACEMENT? ?)(10N)(PRODUCT OR PRO-
```

```
              DUCTS OR GOODS OR ITEM OR ITEMS OR MERCHANDISE)
S9            1   CROSS()ELASTICITY()VARIABLE
S10    690401    PRICE OR PRICING OR PRICES
S11     34884    S1 AND S2
S12        13    S3 AND S4 AND S11
S13        69    S1 AND S3 AND S4
S14        69    S12 OR S13
S15         3    S14 AND S7
S16         1    S14 AND S8
S17         4    S15 OR S16
? t17/3,k/all


 17/3,K/1     (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2009 Thomson Reuters. All rts. reserv.


0013815190  - Drawing available
WPI ACC NO: 2003-482839/200345
XRPX Acc No: N2003-383973
Method of predicting the profit attributable to a proposed sales promotion
by predicting the sales lift caused by the promotion and factoring in
production and promotional costs
Patent Assignee: HEINZ G M  (HEIN-I); KIMBERLY-CLARK WORLDWIDE INC  (KIMB);
  KLIM A K  (KLIM-I); LINDSAY J D  (LIND-I); PHILLIPS K L  (PHIL-I); RAYNOR
  W J  (RAYN-I); SCHROEDER G G  (SCHR-I); SENGBUSCH B D  (SENG-I)
Inventor: HEINZ G M; KLIM A K; LINDSAY J D; PHILLIPS K L; RAYNOR W J;
  SCHROEDER G G; SENGBUSCH B D
Patent Family (6 patents,  101 countries)
Patent                           Application
Number          Kind   Date      Number          Kind   Date    Update
WO 2003048901   A2   20030612   WO 2002US38392   A   20021202   200345  B
US 20030130883  A1   20030710   US 2001336564    P   20011204   200347  E
                                US 2002302406    A   20021212
AU 2002364127   A1   20030617   US 2002364127    A   20021202   200419  E
EP 1461678      A2   20040929   EP 2002799201    A   20021202   200463  E
                                WO 2002US38392   A   20021202
MX 2004005300   A1   20041101   WO 2002US38392   A   20021202   200558  E
                                MX 20045300      A   20040602
US 20050273380  A1   20051208   US 2001336564    P   20011204   200581  E
                                US 2002302406    A   20021122
                                US 2005196886    A   20050803


Priority Applications (no., kind, date): US 2001336564  P  20011204; US
  2002302406  A  20021122; US 2005196886  A  20050803


Patent Details
Number          Kind  Lan   Pg   Dwg  Filing Notes
WO 2003048901   A2    EN    40    7
National Designated States,Original: AE AG AL AM AT AU AZ BA BB BG BR BY
  BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID
  IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ
  NO NZ OM PH PL PT RO RU SC SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ
  VC VN YU ZA ZM ZW
Regional Designated States,Original: AT BE BG CH CY CZ DE DK EA EE ES FI
  FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SI SK SL SZ TR TZ
  UG ZM ZW
```

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US 20030130883    A1  EN          Related to Provisional   US 2001336564
AU 2002364127     A1  EN          Based on OPI patent     WO 2003048901
EP 1461678        A2  EN          PCT Application  WO 2002US38392
                                  Based on OPI patent     WO 2003048901
Regional Designated States,Original:  AL AT BE BG CH CY CZ DE DK EE ES FI
   FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI SK TR
MX 2004005300     A1  ES          PCT Application  WO 2002US38392
                                  Based on OPI patent     WO 2003048901
US 20050273380    A1  EN          Related to Provisional   US 2001336564
                                  Division of application  US 2002302406
```

Alerting Abstract ...determined. The determined sales lift is correlated with information about the promotions to provide a sales lift model. A promotion is proposed and its unit cost decided. The sales lift model is then applied to the proposed promotion to predict the likely sales over a defined period and manufacturers profit is than calculated based upon the...

Original Publication Data by Authority

Argentina

Assignee name & address:
Original Abstracts:
...method and system for predicting the profit attributable to a proposed sales promotion of a product, wherein the product has a wholesale price and a manufacturing cost per unit sales, including establishing a base volume for sales of the product in the absence of promotions; determining a sales lift for the plurality of single promotions; and correlating the sales lift with promotion information to provide a sales lift model. The method and system also include proposing a promotion having a cost per unit sales for a promotion time period and having a...

...applying the sales lift model to the proposed promotion to predict sales of the product for the promotion time period; and calculating manufacturer profit based upon the product's predicted sales, cost per unit sales for promotion, wholesale price, and manufacturing cost per unit sales during the promotion time period...
...method and system for predicting the profit attributable to a proposed sales promotion of a product, wherein the product has a wholesale price and a manufacturing cost per unit sales, including establishing a base volume for sales of the product in the absence of promotions; determining a sales lift for the plurality of single promotions; and correlating the sales lift with promotion information to provide a sales lift model. The method and system also include proposing a promotion having a cost per unit sales for a promotion time period and having a planned sale price for the product; applying the sales lift model to the proposed promotion to predict sales of the product for the promotion time period; and calculating manufacturer profit based upon the product's predicted sales, cost per unit sales for promotion, wholesale price, and manufacturing cost per unit sales during the promotion time period.

...

...method and system for predicting the profit attributable to a proposed sales promotion of a product, wherein the product has a wholesale price and a manufacturing cost per unit sales, including establishing a base volume for sales of the product in the absence of promotions; determining a sales lift for the plurality of single promotions; and correlating the sales lift with promotion information to provide a sales lift model. The method and system also include proposing a promotion having a cost per unit sales for a promotion time period and having a planned sale price for the product; applying the sales lift model to the proposed promotion to predict sales of the product for the promotion time period; and calculating manufacturer profit based upon the product's predicted sales, cost per unit sales for promotion, wholesale price, and manufacturing cost per unit sales during the promotion time period.

...

...method and system for predicting the profit attributable to a proposed sales promotion of a product, wherein the product has a wholesale price and a manufacturing cost per unit sales, including establishing a base volume for sales of the product in the absence of promotions; determining a sales lift for the plurality of single promotions; and correlating the sales lift with promotion information to provide a sales lift model. The method and system also include proposing a promotion having a cost per unit sales for a promotion time period and having a planned sale price for the product; applying the sales lift model to the proposed promotion to predict sales of the product for the promotion time period; and calculating manufacturer profit based upon the product's predicted sales, cost per unit sales for promotion, wholesale price, and manufacturing cost per unit sales during the promotion time period.

Claims:
...1. A method for predicting the profit attributable to a proposed sales promotion of a product, wherein the product has a wholesale price and a manufacturing cost per unit sales, the method comprising:establishing a base volume for sales of the product in the absence of promotions;determining a sales lift for a plurality of single promotions;correlating the sales lift with promotion information to provide a sales lift model;proposing a promotion having a cost per unit sales for a promotion time period and having a planned sale price for the product;applying the sales lift model to the proposed promotion to predict sales of the product for the promotion time period;calculating manufacturer profit based upon the product's predicted sales, cost per unit sales for promotion, wholesale price, and manufacturing cost per unit sales during the promotion time period.
<b>...

...product for a future time period, the method comprising:providing a vendor database at a vendor for at least one product, the vendor database including primary product information records pertaining to time-dependent production costs of the product, planned wholesale price of the product, and planned production levels of the

product during the future time period;providing data integration means to
electronically receive forecasts of sales of the product
from the plurality of distributors and to integrate the forecasts to
provide an estimated future demand for the product for
the future time period;adjusting the primary product
information records in the vendor database based on the estimated
future demand for the product, wherein the adjusted records pertain
to at least one of the planned wholesale price of the
product and the planned production levels of the product for the future
time period;converting the adjusted primary product
information records into adjusted primary product information that is
shared with the distributors; andrepealing acts as necessary to revise
forecasts of sales data in response to the adjusted primary
product information that is shared with the distributors.

 17/3,K/2   (Item 2 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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0013305504 - Drawing available
WPI ACC NO: 2003-392448/200337
XRPX Acc No: N2003-313573
Economic effect quantifying method for products under warranty,
involves calculating effective cost of product based on
statistical model of product's failure rate and cost associated
with failure of product during warranty period
Patent Assignee: BHATT V (BHAT-I); BROKLOFF M G (BROK-I); CACCESE L L
  (CACC-I); GE MEDICAL SYSTEM WORLDWIDE TECHNOLOGY I (GENE); GE MEDICAL
  SYSTEMS GLOBAL TECHNOLOGY CO (GENE); GE MEDICAL TECHNOLOGY SERVICES
  (GENE)
Inventor: BHATT V; BROKLOFF M G; CACCESE L L
Patent Family (4 patents, 4 countries)
Patent   Application
Number   Kind   Date   Number   Kind   Date   Update
US 20030033170 A1   20030213 US 2001682246   A   20010809 200337 B
JP 2003132197   A   20030509 JP 2002232207   A   20020809 200339 E
FR 2832237   A1   20030516 FR 200210026   A   20020807 200340 E
CN 1407500   A   20030402 CN 2002142906   A   20020809 200345 E

Priority Applications (no., kind, date): US 2001682246 A   20010809

Patent Details
Number   Kind Lan   Pg Dwg Filing Notes
US 20030033170 A1   EN   14   10
JP 2003132197   A   JA   10

Economic effect quantifying method for products under warranty,
involves calculating effective cost of product based on
statistical model of product's failure rate and cost associated
with failure of product during warranty period

Original Titles:
...Economic impact analysis tool for equipment under warranty

  Alerting Abstract ...NOVELTY - A statistical model of a product's failure

rate, and a cost associated with the failure of the product during warranty
period, are determined based on which effective cost of the
product is calculated. ...product warranty analysis tool; and
economic effect quantifying program.
   ...

...ADVANTAGE - Enables performing quantitative economic analysis of
the costs and benefits of providing warranty to a customer for
variety of products...

...DESCRIPTION OF DRAWINGS - The figure shows the block diagram explaining
the economic effect quantifying method.

Original Publication Data by Authority

Argentina

Assignee name & address:
Original Abstracts:
The present technique provides a method and system for analyzing the
economic effect of a product warranty associated with a
product. The technique utilizes a statistical model of the failure rate of
the product. The technique also utilizes economic data associated
with the product and the warranty. The technique performs
convolutions of the economic data and the statistical model of
the failure rate of the product to identify an effective cost of the
product and an effective selling price for a replacement
product for a failed product. The effective cost,
effective selling price data, and variation in profit
margin for the product are determined for a range of warranty durations and
warranty types. This data enables a user to quantitatively analyze the
effect...
Claims:
1. A method of quantifying the economic effect of providing
a product with a product warranty, comprising the acts of:developing
a statistical model of a product"s failure rate;developing a
model of the cost over time of a product having a
product warranty; andcalculating an effective cost of the
product from the statistical model of a product"s failure rate
and the model of the cost over time of a product having
a product warranty.

 17/3,K/3   (Item 3 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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0012658578 - Drawing available
WPI ACC NO: 2002-508355/200254
Related WPI Acc No: 2004-441215
XRPX Acc No: N2002-402322
Promotion pricing system for assessing a product promotional scheme, uses a
related model to generate promotion price evaluations and recommendations
Patent Assignee: MANUGISTICS ATLANTA INC (MANU-N); MANUGISTICS INC
  (MANU-N)
Inventor: APPS P D R; BALEPUR P N; BOYD D W; GUARDINO T E; MONTEIRO B L;

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  NANDIWADA R V; SCHWARZ H F
Patent Family (5 patents,  98 countries)
Patent                            Application
Number         Kind  Date   Number          Kind  Date    Update
WO 2002041219   A1   20020523  WO 2001US43100   A   20011115  200254   B
US 20020123930  A1   20020905  US 2000249057    P   20011115  200260   E
                               US 2001987706    A   20011115
AU 200219791    A    20020527  AU 2000249057    P   20011115  200261   E
EP 1342199      A1   20030910  EP 2001996818    A   20011115  200367   E
                               WO 2001US43100   A   20011115
US 7072848      B2   20060704  US 2000249057    P   20011115  200644   E
                               US 2001987706    A   20011115

Priority Applications (no., kind, date): US 2000249057  P  20001115; US
  2001987706  A  20011115

Patent Details
Number          Kind  Lan  Pg  Dwg  Filing Notes
WO 2002041219    A1   EN   66  13
National Designated States,Original:  AE AG AL AM AT AU AZ BA BB BG BR BY
   BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID
   IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ
   NO NZ OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU
   ZA ZW
Regional Designated States,Original:  AT BE CH CY DE DK EA ES FI FR GB GH
   GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZM ZW
US 20020123930   A1   EN             Related to Provisional  US 2000249057
AU 200219791     A    EN             Based on OPI patent   WO 2002041219
EP 1342199       A1   EN             PCT Application  WO 2001US43100
                                     Based on OPI patent   WO 2002041219
Regional Designated States,Original:  AL AT BE CH CY DE ES FI FR GB GR
   IE IT LI LT LU LV MC MK NL PT RO SE SI TR
US 7072848       B2   EN             Related to Provisional  US 2000249057
Original Publication Data by Authority

Argentina

Assignee name & address:
Original Abstracts:
...translation module, a customer segmentation module, a data aggregation
module, a model selection module, a calibration module, an evaluation
module, a constraints generation module, a cost structure module, an
optimization module, a market channel performance module, and an alert
module...

...translation module, a customer segmentation module, a data aggregation
module, a model selection module, a calibration module, an evaluation
module, a constraints generation module, a cost structure
module, an optimization module, a market channel performance module,
and an alert module...
Claims:
...said computer collecting historical transaction data related to
transactions of the product and the competing goods in the consumer
segments during at least a first and a second time period
;said computer analyzing the historical data and dynamically selecting a
statistical model to evaluate said promotion scheme, wherein said computer
```

selects a multiplicative model when...

...of the competing goods are statistically dependent,(c) sales of the
product and the competing goods during the first time period are
statistically dependent on sales of the product and the competing
goods during the second time period, or(d) a number of the product and the
competing goods exceeds a...

 17/3,K/4   (Item 4 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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0009806814 - Drawing available
WPI ACC NO: 2000-096466/200008
XRPX Acc No: N2000-074491
Computer-based marketing management method e.g. decision-making based on
consumer characteristics
Patent Assignee: INT BUSINESS MACHINES CORP (IBMC)
Inventor: GARG A
Patent Family (1 patents, 1 countries)
Patent   Application
Number   Kind   Date   Number   Kind   Date   Update
US 6009407   A   19991228 US 199832527   A   19980227 200008 B

Priority Applications (no., kind, date): US 199832527   A 19980227

Patent Details
Number   Kind Lan Pg Dwg Filing Notes
US 6009407   A   EN   10   2

Original Publication Data by Authority

Argentina

Assignee name & address:
Original Abstracts:
...competing brands, and aggregates that to a market-level consumer choice
model, then generates a brand-level demand probability distribution
function based on the choice models. A cost-minimized
base stock level and a demand forecast for each of the
plurality of brands is generated based on the market level model consumer
choice model and on pricing, promotion, and other marketing data for each
of the brands. An inventory control receives inventory subtraction data and
inventory addition data and, using the cost-minimized base stock
levels, generates orders to replenish the inventory.
Claims:
...market-level consumer choice model by aggregating the segment-level
model generated at step (d) over the plurality of segments;(g) inputting a
total period sales data representing, for each of said
plurality of brands, a total sales over a given market over a given period
of time;(h) generating a market share data representing, for each of
said plurality of brands, a market share in relation to the remainder
of said brands, based on said total period sales data;(i)
characterizing a brand-level distribution of demand for each of said
plurality of brands, said characterizing comprising sub-steps of:(1)

calculating a mean of a market share of each said plurality of brands, based on said relative market share data,(2) calculating a joint probability distribution of demands for said plurality of brands, conditional on said total period sales data,(3) calculating a marginal distribution of each of said plurality of brands, based on said mean calculated by step (i)(1) and said total period sales;(j) inputting a plurality of brand unit cost data; and(k) generating a plurality of inventory base stock level data, said data representing an optimal base stock level for a store inventory of each brand in the market, said generating based on said characterizing a brand-level distribution for each of said plurality of brands and on said brand unit cost data.>

V. Additional Resources Searched

JSTOR -- Here are the results from the search.

Shun Yin Lam, Mark Vandenbosch, John Hulland, Michael Pearce

Marketing Science, Vol. 20, No. 2 (Spring, 2001), pp. 194-215

Item Information Page of First Match PDF Export this Citation

3.

A Fully Polynomial Approximation Scheme for Single-Product Scheduling in a Finite Capacity Facility A Fully Polynomial Approximation Scheme for Single-Product Scheduling in a Finite Capacity Facility

Bezalel Gavish, Robert E. Johnson

Operations Research, Vol. 38, No. 1 (Jan. - Feb., 1990), pp. 70-83

Item Information Page of First Match PDF Export this Citation

4.

Commercial Use of UPC Scanner Data: Industry and Academic Perspectives Commercial Use of UPC Scanner Data: Industry and Academic Perspectives

Randolph E. Bucklin, Sunil Gupta

Marketing Science, Vol. 18, No. 3, Special Issue on Managerial Decision Making (1999), pp. 247-273

Item Information Page of First Match PDF Export this Citation

5.

Linear Programming Models for Production-Advertising Decisions Linear Programming Models for Production-Advertising Decisions

Joseph Thomas

Management Science, Vol. 17, No. 8, Application Series (Apr., 1971), pp. B474-B484

Item Information Page of First Match PDF Export this Citation

☑ 6.

☑ 7.

Aggregate Advertising Models: The State of the Art **Aggregate Advertising Models: The State of the Art**

John D. C. Little

Operations Research, Vol. 27, No. 4 (Jul. - Aug., 1979), pp. 629-667

☑ 8.

Are Sale Signs Less Effective When More Products Have Them? **Are Sale Signs Less Effective When More Products Have Them?**

Eric T. Anderson, Duncan I. Simester

Marketing Science, Vol. 20, No. 2 (Spring, 2001), pp. 121-142

☑ 9.

Planning Media Schedules in the Presence of Dynamic Advertising Quality **Planning Media Schedules in the Presence of Dynamic Advertising Quality**

Prasad A. Naik, Murali K. Mantrala, Alan G. Sawyer

Marketing Science, Vol. 17, No. 3 (1998), pp. 214-235

☑ 10.

The Timing and Magnitude of Retail Store Markdowns: Evidence from Weekends and Holidays **The Timing and Magnitude of Retail Store Markdowns: Evidence from Weekends and Holidays**

Elizabeth J. Warner, Robert B. Barsky

The Quarterly Journal of Economics, Vol. 110, No. 2 (May, 1995), pp. 321-352

☑ 11.

Incorporating Demographic Variables in Brand Choice Models: An Indivisible Alternatives Framework
Incorporating Demographic Variables in Brand Choice Models: An Indivisible Alternatives Framework

Kirthi Kalyanam, Daniel S. Putler

Marketing Science, Vol. 16, No. 2 (1997), pp. 166-181

☑ 12.

Price-Induced Patterns of Competition **Price-Induced Patterns of Competition**

Robert C. Blattberg, Kenneth J. Wisniewski

Marketing Science, Vol. 8, No. 4 (Autumn, 1989), pp. 291-309

☑ 13.

A Market Response Model for Coupon Promotions **A Market Response Model for Coupon Promotions**

Scott A. Neslin

Marketing Science, Vol. 9, No. 2 (Spring, 1990), pp. 125-145

☑ 14.

The Persistence of Marketing Effects on Sales **The Persistence of Marketing Effects on Sales**

Marnik G. Dekimpe, Dominique M. Hanssens

Marketing Science, Vol. 14, No. 1 (1995), pp. 1-21

☑ 15.

Price Search in a Product Market Price Search in a Product Market

John A. Carlson, Robert J. Gieseke

The Journal of Consumer Research, Vol. 9, No. 4 (Mar., 1983), pp. 357-365

Item Information Page of First Match PDF Export this Citation

16.

PromoCast ™: A New Forecasting Method for Promotion Planning PromoCast ™: A New Forecasting Method for Promotion Planning

Lee G. Cooper, Penny Baron, Wayne Levy, Michael Swisher, Paris Gogos

Marketing Science, Vol. 18, No. 3, Special Issue on Managerial Decision Making (1999), pp. 301-316

Item Information Page of First Match PDF Export this Citation

17.

A Probablistic Market Model of Purchase Timing and Brand Selection A Probablistic Market Model of Purchase Timing and Brand Selection

Jerome Herniter

Management Science, Vol. 18, No. 4, Application Series, Part 2, Marketing Management Models (Dec., 1971), pp. P102-P113

Item Information Page of First Match PDF Export this Citation

18.

Promoter: An Automated Promotion Evaluation System Promoter: An Automated Promotion Evaluation System

Magid M. Abraham, Leonard M. Lodish

Marketing Science, Vol. 6, No. 2 (Spring, 1987), pp. 101-123

Item Information Page of First Match PDF Export this Citation

19.

Capacity Acquisition, Subcontracting, and Lot Sizing Capacity Acquisition, Subcontracting, and Lot Sizing

Alper Atamturk, Dorit S. Hochbaum

Management Science, Vol. 47, No. 8 (Aug., 2001), pp. 1081-1100

Item Information Page of First Match PDF Export this Citation

20.

Entry, Its Deterrence, and Its Accommodation: A Study of the U. S. Photographic Film Industry **Entry, Its Deterrence, and Its Accommodation: A Study of the U. S. Photographic Film Industry**

Vrinda Kadiyali

The RAND Journal of Economics, Vol. 27, No. 3 (Autumn, 1996), pp. 452-478

Item Information Page of First Match PDF Export this Citation

21.

Advertising Experiments at the Campbell Soup Company **Advertising Experiments at the Campbell Soup Company**

Joseph O. Eastlack Jr., Ambar G. Rao

Marketing Science, Vol. 8, No. 1 (Winter, 1989), pp. 57-71

Item Information Page of First Match PDF Export this Citation

22.

Prediction of Individual Buying Behavior: A Poisson-Bernoulli Model with Arbitrary Heterogeneity **Prediction of Individual Buying Behavior: A Poisson-Bernoulli Model with Arbitrary Heterogeneity**

S. R. Dalal, J. C. Lee, D. J. Sabavala

Marketing Science, Vol. 3, No. 4 (Autumn, 1984), pp. 352-367

Item Information Page of First Match PDF Export this Citation

23.

Considering Competition in Media Planning **Considering Competition in Media Planning**

Leonard M. Lodish

Management Science, Vol. 17, No. 6, Application Series (Feb., 1971), pp. B293-B306

24.

The Behavior of Prices and Inflation: An Empirical Analysis of Disaggregat Price Data The Behavior of Prices and Inflation: An Empirical Analysis of Disaggregat Price Data

Saul Lach, Daniel Tsiddon

The Journal of Political Economy, Vol. 100, No. 2 (Apr., 1992), pp. 349-389

25.

Detecting Spot Price Forecasts In Futures Prices Detecting Spot Price Forecasts In Futures Prices

Kenneth R. French

The Journal of Business, Vol. 59, No. 2, Part 2: Futures and Options Markets (Apr., 1986), pp. S39-S54

26.

A Theory of Commodity Price Fluctuations A Theory of Commodity Price Fluctuations

Marcus J. Chambers, Roy E. Bailey

The Journal of Political Economy, Vol. 104, No. 5 (Oct., 1996), pp. 924-957

27.

Speculative Carryover: An Empirical Examination of the U.S. Refined Copper Market Speculative Carryover: An Empirical Examination of the U.S. Refined Copper Market

Walter N. Thurman

The RAND Journal of Economics, Vol. 19, No. 3 (Autumn, 1988), pp. 420-437

28.

Stock Control-Experience and Usable Theory Stock Control-Experience and Usable Theory

T. A. Burgin, A. R. Wild

OR, Vol. 18, No. 1 (Mar., 1967), pp. 35-52

Item Information Page of First Match PDF Export this Citation

29.

Investor Psychology and Asset Pricing Investor Psychology and Asset Pricing

David Hirshleifer

The Journal of Finance, Vol. 56, No. 4, Papers and Proceedings of the Sixty-First Annual Meeting of the American Finance Association, New Orleans, Louisiana, January 5-7, 2001 (Aug., 2001), pp. 1533-1597

Item Information Page of First Match PDF Export this Citation

30.

Financial Systems in Northern Thai Villages Financial Systems in Northern Thai Villages

Robert M. Townsend

The Quarterly Journal of Economics, Vol. 110, No. 4 (Nov., 1995), pp. 1011-1046

Item Information Page of First Match PDF Export the Citation

31.

Optimal Short Horizon Distribution Operations in Reusable Container Systems Optimal Short Horizon Distribution Operations in Reusable Container Systems

Enrique Del Castillo, Jeffery K. Cochran

The Journal of the Operational Research Society, Vol. 47, No. 1 (Jan., 1996), pp. 48-60

Item Information Page of First Match PDF Export this Citation

32.

The Dynamic Effect of Discounting on Sales: Empirical Analysis and Normative Pricing Implications The Dynamic Effect of Discounting on Sales: Empirical Analysis and Normative Pricing Implications

Praveen K. Kopalle, Carl F. Mela, Lawrence Marsh

Marketing Science, Vol. 18, No. 3, Special Issue on Managerial Decision Making (1999), pp. 317-332

33.

Superstores and the Evolution of Firm Capabilities in American Bookselling **Superstores and the Evolution of Firm Capabilities in American Bookselling**

Daniel M. G. Raff

Strategic Management Journal, Vol. 21, No. 10/11, Special Issue: The Evolution of Firm Capabilities (Oct. - Nov., 2000), pp. 1043-1059

34.

Comparing Organizational Sampling Frames **Comparing Organizational Sampling Frames**

Arne L. Kalleberg, Peter V. Marsden, Howard E. Aldrich, James W. Cassell

Administrative Science Quarterly, Vol. 35, No. 4 (Dec., 1990), pp. 658-688

35.

A Media Planning Calculus **A Media Planning Calculus**

John D. C. Little, Leonard M. Lodish

Operations Research, Vol. 17, No. 1 (Jan. - Feb., 1969), pp. 1-35

36.

Ending Inventory Valuation in Multiperiod Production Scheduling **Ending Inventory Valuation in Multiperiod Production Scheduling**

Marshall Fisher, Kamalini Ramdas, Yu-Sheng Zheng

Management Science, Vol. 47, No. 5 (May, 2001), pp. 679-692

37.

Operations Research in Industry: New Opportunities in a Changing World Operations Research in Industry: New Opportunities in a Changing World

John D. C. Little

Operations Research, Vol. 39, No. 4 (Jul. - Aug., 1991), pp. 531-542

38.

Unifying Expert Systems and the Decision Sciences Unifying Expert Systems and the Decision Sciences

Barry G. Silverman

Operations Research, Vol. 42, No. 3 (May - Jun., 1994), pp. 393-413

39.

Currency Elasticity and Banking Panics: Theory and Evidence Currency Elasticity and Banking Panics: Theory and Evidence

Bruce Champ, Bruce D. Smith, Stephen D. Williamson

The Canadian Journal of Economics / Revue canadienne d'Economique, Vol. 29, No. 4 (Nov., 1996), pp. 828-864

42.

A Cross Country Comparison of Seasonal Cycles and Business Cycles A Cross Country Comparison of Seasonal Cycles and Business Cycles

J. Joseph Beaulieu, Jeffrey A. Miron

The Economic Journal, Vol. 102, No. 413 (Jul., 1992), pp. 772-788

43.

BRANDAID: A Marketing-Mix Model, Part 1: Structure BRANDAID: A Marketing-Mix Model, Part 1: Structure

John D. C. Little

Operations Research, Vol. 23, No. 4 (Jul. - Aug., 1975), pp. 628-655

44.

Contextual Analysis of Performance Impacts of Outcome-Based Incentive Compensation Contextual Analysis of Performance Impacts of Outcome-Based Incentive Compensation

Rajiv D. Banker, Seok-Young Lee, Gordon Potter, Dhinu Srinivasan

The Academy of Management Journal, Vol. 39, No. 4 (Aug., 1996), pp. 920-948

45.

Modelling the Effectiveness and Profitability of Trade Promotions Modelling the Effectiveness and Profitability of Trade Promotions

Robert C. Blattberg, Alan Evin

Marketing Science, Vol. 6, No. 2 (Spring, 1987), pp. 124-146

46.

Why Employers Use Flexible Staffing Arrangements: Evidence from an Establishment Survey Why Employers Use Flexible Staffing Arrangements: Evidence from an Establishment Survey

Susan N. Houseman

Industrial and Labor Relations Review, Vol. 55, No. 1 (Oct., 2001), pp. 149-170

47.

Some Empirical Evidence on the Determinants of Trade Credit at the Industry Level of Aggregation Some Empirical Evidence on the Determinants of Trade Credit at the Industry Level of Aggregation

Anthony E. Herbst

The Journal of Financial and Quantitative Analysis, Vol. 9, No. 3 (Jun., 1974), pp. 377-394

49.

Marketing-Production Decisions in an Industrial Channel of Distribution Marketing-Production Decisions in an Industrial Channel of Distribution

Jehoshua Eliashberg, Richard Steinberg

Management Science, Vol. 33, No. 8 (Aug., 1987), pp. 981-1000

50.

The Performance of Rice Markets in Bangladesh During the 1974 Famine The Performance of Rice Markets in Bangladesh During the 1974 Famine

Martin Ravallion

The Economic Journal, Vol. 95, No. 377 (Mar., 1985), pp. 15-29

51.

Young Operational Research Conference. Abstracts. University of Nottingham, 3-5 April 1984 Young Operational Research Conference. Abstracts. University of Nottingham, 3-5 April 1984

Bob O'Keefe

The Journal of the Operational Research Society, Vol. 35, No. 7 (Jul., 1984), pp. 659-671

☑ 52.

Automobiles and the National Industrial Recovery Act: Evidence on Industry Complementarities
Automobiles and the National Industrial Recovery Act: Evidence on Industry Complementarities

Russell Cooper, John Haltiwanger

The Quarterly Journal of Economics, Vol. 108, No. 4 (Nov., 1993), pp. 1043-1071

Item Information Page of First Match PDF Export this Citation

☑ 53.

Inventories and Risk in African Manufacturing **Inventories and Risk in African Manufacturing**

Marcel Fafchamps, Jan Willem Gunning, Remco Oostendorp

The Economic Journal, Vol. 110, No. 466 (Oct., 2000), pp. 861-893

Item Information Page of First Match PDF Export this Citation

☑ 54.

The Effect of Price Promotions on Variability in Product Category Sales **The Effect of Price Promotions on Variability in Product Category Sales**

Jagmohan S. Raju

Marketing Science, Vol. 11, No. 3 (Summer, 1992), pp. 207-220

Item Information Page of First Match PDF Export this Citation

☑ 55.

Hybrid Heuristics for the Multi-Stage Capacitated Lot Sizing and Loading Problem **Hybrid Heuristics for the Multi-Stage Capacitated Lot Sizing and Loading Problem**

I. Ozdamar, G. Barbarosoğlu

The Journal of the Operational Research Society, Vol. 50, No. 8 (Aug., 1999), pp. 810-825

Item Information Page of First Match PDF Export this Citation

☑ 56.

Evaluating the Impact of Advertising Media Plans: A Model of Consumer Purchase Dynamics Using Single-Source Data Evaluating the Impact of Advertising Media Plans: A Model of Consumer Purchase Dynamics Using Single-Source Data

James H. Pedrick, Fred S. Zufryden

Marketing Science, Vol. 10, No. 2 (Spring, 1991), pp. 111-130

Item Information Page of First Match PDF Export this Citation

57.

Sales Forecasting with the Aid of a Human Behavior Simulator Sales Forecasting with the Aid of a Human Behavior Simulator

George Schussel

Management Science, Vol. 13, No. 10, Series B, Managerial (Jun., 1967), pp. B593-B611

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58.

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